A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 28, 1967

Industrial production surges
The GATT countries: our major partners
U.S. export advance is centered in nonagricultural products
India's Planned Fertilizer Production Will Climb
Trade expected to soar
India's Per Capita Income Follows Agricultural Performance
Common Market Internal Trade Rises As Tariff Barriers Come Down
U.S. trade surplus improved in first half '67

International Trade Winds Newsletter

Company News

RESEARCH—Hughes Aircraft Co. and the German firm Allgemeine Elektricitaets-gesellschaft AEG-Telefunken of Frankfurt have jointly acquired controlling interest in the firm Eltro, G.m.b.H., of Heidelberg, Germany and its production subsidiary, Eltro G.m.b.H. & Co. Eltro is engaged in research, development and production in the fields of optronics, high-frequency engineering, microwave, and special plastics technology.

AIRCRAFT—The Republic Aviation Division of Fairchild Hiller Corp. and a German firm, Entwicklungsring Sued, G.m.b.H., engaged in aircraft development, have jointly created a subsidiary, EWR Fairchild International, located in Munich. The new firm will develop a fighter aircraft which may possibly be an eventual successor to the F-104 Starfighter and the F-4 Phantom, now in use in the U.S. and German air forces.

INSURANCE—American Foreign Insurance Association, New York, a group of American underwriters, has begun operations in Libya of an affiliated national company, Sahara Insurance Co. The new company, headquartered in Tripoli, will provide all lines of general insurance. AFIA's member company, The American Insurance Co., will continue separate business operations in Libya through representatives there.

PAPER MACHINERY—The Japanese government has approved a licensing agreement between Harris-Intertype Corp., Cleveland, and Mitsubishi Heavy Industries, Ltd., under which Mitsubishi will handle the overseas manufacturing of Harris-Intertype's Seybold line of power paper cutters. The agreement gives Mitsubishi cutter sales rights in Japan and certain other Far East countries. The agreement is the third between Harris-Intertype and the Japanese concern. Two previous arrangements licensed manufacture of printing presses and corrugated paper equipment.

Opening of Chase Manhattan's new branch in Seoul, Korea, first by any U.S. bank in that country, should turn further attention in U.S. to investment opportunities in the bustling Far Eastern nation. Our Aug. 7 issue had a special 21-page section reporting the detailed findings of a 1967 U.S. trade and investment mission to Korea, headed by George W. Ball, which reflects the lively Korea of today as opposed to the war-torn, devastated nation of a decade ago. Since 1962, Korea's GNP has gone up about 8.5% per year, and as much as 12% in 1966, with exports climbing 46% per year.

Experience of exhibitors at the recent U.S. packaging and food processing equipment show in Mexico City confirms that city's prime location as a show window for all Latin America. Among the visitors from other countries were two Peruvians who detoured their flight plans from New York to Lima to include a business stop at the exhibition. Sixty-two U.S. manufacturers made a preliminary report of $1,130,000 in floor sales and estimated that further sales of $7.5 million would result from the show in the next year.

Gulf Oil, Esso Inter-America, Esso Chemical Inter-America, Dow Chemical, 3-M, Corning Glass, Chicago Bridge & Iron, Coca Cola--and now Rohm & Haas. What do these major U.S. companies have in common? They are all using a U.S. city as the hub for their Latin American operations. It's Coral Gables, Fla., which is capitalizing on its air, water, and communications links with the whole hemisphere.

Many fall and winter export seminars are now firmly scheduled, and others are in planning stages. For help with programs, speakers, and supplementary informational materials, consult the international trade specialists at the nearest U.S. Department of Commerce Field Office.

"Seafood Festival USA" is on the October calendar for gourmets in Zurich, Switzerland. New England clam chowder and live lobsters will be flown to the Silver Ranch restaurant in a joint promotion with the Governor of Maine, two New England enterprises and Seaboard Airlines. The restaurant has already had an American promotion featuring steaks, vegetables, ice cream and U.S. wines flown in by Trans World Airlines.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Graphic presentations, as well as text and tabular material, highlight INTERNATIONAL COMMERCE'S stories of the ups and downs of foreign trade in countries around the world. This week, on pages 2-6, the U.S. trade picture for the first half of the current year is reported. These summaries covering U.S. exports and imports are prepared quarterly for this magazine by the International Trade Analysis Division of the Bureau of International Commerce.

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FIRST HALF, 1967

Exports increase by 6% as import pace slackens

Trade surplus improves with expanding foreign purchases of U.S. industrial products

U.S. exports and imports both continued to advance moderately in the first six months of 1967 over last year's totals.

Exports rose to $31.2 billion at a seasonally adjusted annual rate, 6% over their 1966 value. Imports, which advanced to a rate of $26.5 billion in January-June, were slightly less than 4% above the 1966 level.

The erratic expansionary trend that characterized the movement of U.S. exports in 1966 continued through the middle of this year. Beginning with an abrupt rise in January, shipments were maintained at a high level, averaging $2.6 billion monthly through June. Our exports to foreign countries in the first six months expanded more rapidly than in either half of last year. The gain of 4½% over the final six months of 1966 compared with advances of just over 3% each in January-June and July-December.

The movement of imports, in contrast to that for exports, slowed considerably in 1967. Foreign goods arriving in the United States in the first half of the year, were marginally lower than their value in July-December 1966. This decline was a sharp change from the two previous half years when increases of 8% and 10½% respectively were recorded.

The more rapid rise in exports so far this year raised the gross merchandise trade balance to $4.6 billion at a seasonally adjusted annual rate. Following a steady deterioration last year, the export surplus in the first half of 1967 showed an improvement of $800 million at an annual rate over 1966. At this level, the gross surplus was running about the same as in 1962, but it was $1.3 billion below the 1963-65 average.

Nonfarm exports rise strongly

Larger shipments of nonagricultural products accounted for the entire gain in U.S. exports in the first half of 1967. Following a moderate advance in last year's final half, seasonally adjusted nonagricultural exports gained speed with a substantial 9% expansion through June. A large advance in the first quarter was sustained in April-June as foreign demand for U.S. products remained high.

Exports of agricultural commodities, after a 5% expansion in the last half of 1966, seasonally adjusted, fell by almost one-tenth in the first six months of this year. A sharp drop in shipments occurred in the March quarter, followed by a moderate gain in the following three months.

Machinery shipments rebound

After leveling off from the first to the second half of 1966, shipments of machinery rebounded with a 12% advance to $4.3 billion in January-June (commodity data are not seasonally adjusted). Most of this surge represented quickening sales of engines, computers and parts, and electrical machinery, coupled with recovery in shipments of agricultural and various types of industrial machinery. Two-fifths of the overall expansion from the first half of 1966 was accounted for by rising exports of machinery.

Shipments of engines and parts picked up again after a pause in July-December. Deliveries of automotive engines and parts, mostly to Canada, continued to advance, but at a much slower pace than in the first half of 1966. Rising sales to the EEC countries, Canada, and Japan caused shipments of aircraft engines to accelerate. At $171 million in the first six months, exports of aircraft engines and parts were one-fifth above their value in the same months of 1966. Following a second-half decline, exports of other types of internal combustion engines and parts recovered with a 14% gain.

Computer shipments advanced at a rate nearly double that registered in each half of last year. Strong demand for versatile, general-purpose computers in foreign industrialized markets largely reflects the efforts of these countries to modernize their managerial methods in many phases of industrial, commercial, governmental, and scientific operations. This country's computer industry offers machines with superior capabilities for high-speed calculations and data transfer and with larger data storage capacities.

U.S. shipments of agricultural machinery, tractors, and parts, which were slightly larger than in the first half of 1966, included gains in deliveries of self-propelled combines, farm tractors, and hay balers. Canada accounted for most of this upswing. Following last year's sluggish movement, exports of construction machinery expanded in January-June with an advance of one-fifth over the first six months of 1966. Contributing to this rise were expanded shipments of power cranes to Western Europe, excavating equipment to Australia and Canada, and motor graders to Southeast Asian countries.

Machine tool exports also rose strongly in the first half, following an 8% drop last year when manufacturers were hard-pressed to meet domestic demands. Smaller backlogs have enabled U.S. suppliers to step up their shipments of metal-cutting and -forming machinery to foreign markets this year.

Sales of pulp and paper mill machinery continued the expansion which began in the final half of 1966. Most of the rise this year was in machine parts and attachments for buyers in Sweden, Canada, and India. Growing world demand for printed materials stimulated exports of printing and bookbinding machinery, which were 19% greater than in January-June of last year. A sizable gain in sales of offset printing presses accounted for much of the rise.

Through June, exports of air-condi-

This article and accompanying tables and chart were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

tioning and refrigerating equipment were nearly a fifth above the first half 1966 level, largely from expansive sales of window and wall air-conditioners to Japan and Near Eastern countries. Canada accounted for most of the gain in our small but rapidly growing exports of air-conditioners for assembly in new cars.

Sales of materials handling equipment, which rose by nearly a tenth last year with especially strong exports in the first half, expanded more slowly in 1967. Shipments of pumping equipment followed a similar pattern. After a good first, and a sluggish second half, these exports advanced a little further in 1967. Selling well this year has been a variety of pumps for foreign oil wells, chemical and fertilizer plants, and natural gas transmission.

Exports of electrical apparatus accelerated in the first half to a level over $1 billion, 15% above the value registered a year earlier. Increased shipments of radio, television, and microwave systems and of electronic navigational and communications equipment boosted these exports well over 1966 levels.

Buoyant sales of transistors, TV picture tubes, and semi-conductor devices kept shipments of electronic tubes on the rise but at a much slower rate than last year. Exports of measuring and controlling instruments advanced vigorously in the first six months to a value one-fourth above the level in January-June 1966. Shipments were especially expansive of specialized instruments for geophysical and mineral prospecting and for physical property testing.

Big rise in transport equipment

Sales of transport equipment accelerated sharply in the first half following slight advances in the two preceding half years. Most of the sizable upswing in value over the first six months of 1966 reflected stepped-up shipments of aircraft and automobiles. Deliveries of cars to Canada, which accounted for about 70% of our new automobile shipments in the first half of the year, were nearly four times the January-June 1966 value.

The advance in exports of cars through June, however, was considerably slower than in the final half of 1966 when, in addition to other factors, there was a strong seasonal rise as a result of the model changeover. Shipments of automotive parts, reflecting the expanded production of cars in U.S.-owned plants in Canada, recovered from the slight decline in the last half of 1966 with a sizable rise through June.

Exports of civilian aircraft expanded strongly, partially reflecting the greater availability of jet engines here. Shortages of engines had delayed filling of some aircraft orders last year. About one-third of the rise in January-June 1967 over the same period a year ago represented increased deliveries of combination passenger-cargo jets to Western Europe and Latin America. Demand for these planes has been expanding with the rapid growth of air cargo business.

Shipments of military aircraft, after a substantial decline last year, climbed steeply in the first half to a level 17% above the January-June 1966 total.

Export surplus improves in first half of year

Seasonally adjusted annual rates in billions of dollars

	Year 1966	Jan.-June 1966	Jan.-Dec. 1966	Jan.-June 1967
Exports	29.3	28.9	29.8	31.1
Imports	25.5	24.6	26.6	26.5
Gross export surplus	3.8	4.3	3.2	4.6

Slow growth in chemical exports

Following a one-tenth advance in 1966, exports of chemicals through June rose by only 3% over the preceding six months. The slower growth this year was traced partly to a leveling in sales of plastics and resins, which reflected the expansion of production facilities in Western Europe, our major market for these products. Also moderating the advance in chemical exports were sharply reduced shipments of manufactured fertilizers from unusual levels in July-December 1966, when large AID shipments to Asian countries swelled the total.

Buoyant sales of organic chemicals and pharmaceuticals more than compensated for slower shipments of other products. Much of the gain in exports of organic materials represented stepped-up shipments of chemicals for making plastics, synthetic fabrics, and insecticides.

Exports of paper products kept rising this year, but at a slower rate than in either half of 1966. Growing world demand for kraft paper and paperboard has stimulated U.S. sales of these products to foreign countries in recent years. Shipments of rough wood were sharply higher in January-June of this year than in each half of 1966. About half of the $27 million increase over the first six months of last year represented greatly expanded shipments of softwood logs to Japan where a building boom is underway.

Following a 12% decline in 1966, exports of iron and steel-mill products through June were a tenth above the first-half 1966 level. The rise was largely due to greater AID-financed shipments to Pakistan. Exports of iron and steel scrap continued the pickup underway since last winter when steel production in Japan—our major customer—began to climb again.

Exports of nonferrous base metals climbed to $321 million in January-June, moderately above the total a year ago. Copper shipments were lower, due to reduced sales to Western Europe and Brazil, but shipments of aluminum accelerated as a result of greater demand for alloys from Japan and plates and sheets from Canada.

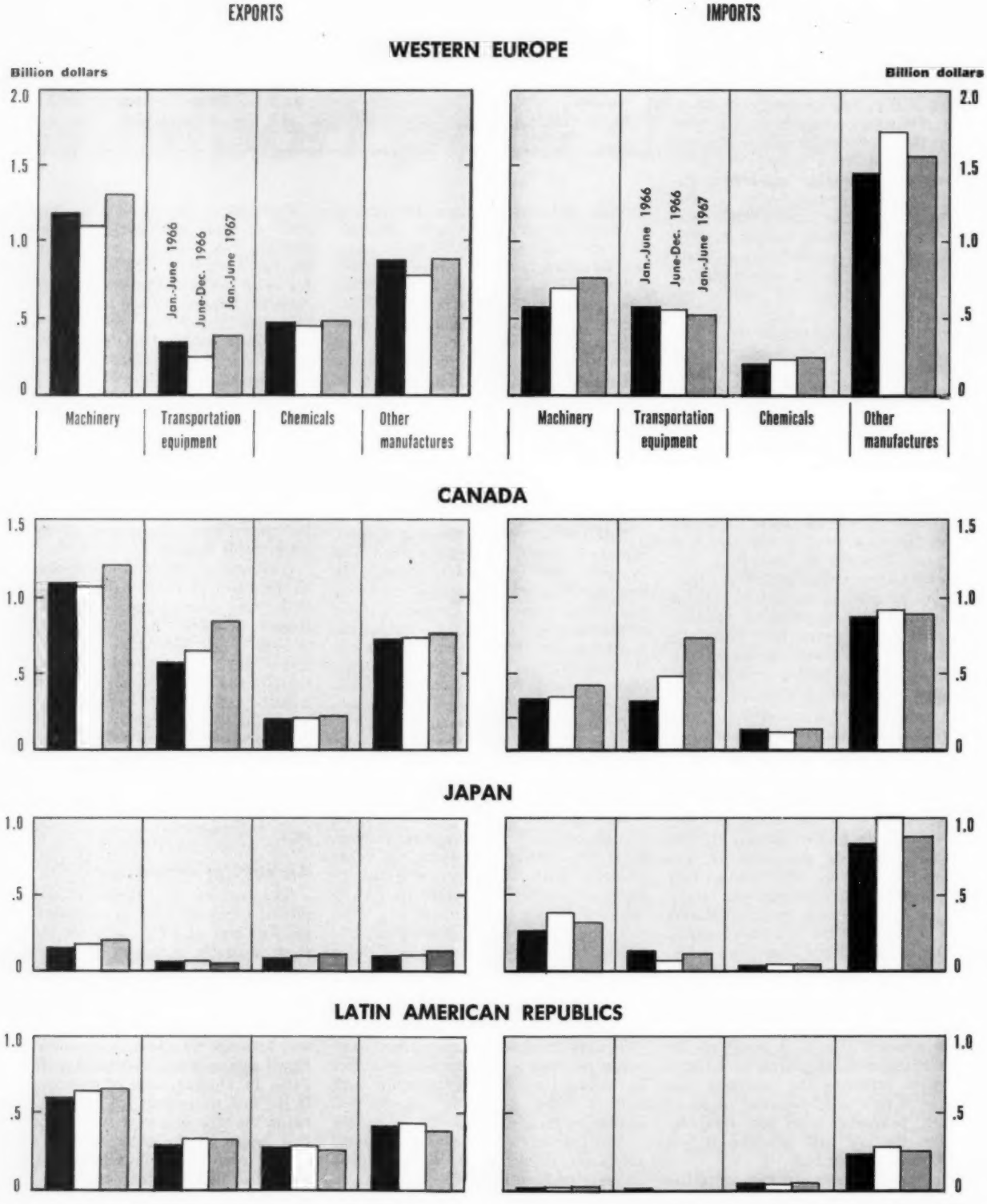
Continuing a downturn that began in the final half of 1966, exports of textiles other than clothing (as defined in U.S. Export Schedule B) receded further through June. Shipments of yarn and thread and woven cotton fabrics were substantially lower than their corresponding export values last year. Sales of woven non-cotton fabrics rose moderately in value after easing in the preceding half year. Clothing shipments recovered from their July-December 1966 decline, and climbed slightly above the export value in the same period last year.

Agricultural exports lower

The decline in shipments of farm products through June, as compared with the first half of 1966, stemmed entirely from a sizable reduction in exports of wheat and corn.

Larger crops in other major producing countries which have hindered wheat sales, and substantial decreases in PL-480 loadings for India, Yugoslavia, and Egypt caused wheat shipments to fall by 31%. In addition, sales of corn overseas in the first six months fell nearly a third below the level of a year ago in a decline that began in the latter half of 1966. Larger corn crops in other areas and expanded use of other types of feed-

U.S. trade in manufactures: major partners



grains in our major markets halted the advance in these exports that has been underway since 1961.

In contrast, rice shipments continued to advance rapidly in the first half of this year. In January-June these exports were more than 70% above their value a year earlier as a result of substantial increases in PL-480 deliveries to South Vietnam and moderately higher sales to the EEC countries.

Exports of tobacco and cotton also accelerated this year. Sales of unmanufactured tobacco, though seasonally below the high level of July-December, were nearly 50% above the first-half 1966 total due to reduced availability of Rhodesian tobacco and greater demand in Western Europe and Asian countries for our improved quality flue-cured product. Cotton shipments recovered sharply in the last half of 1966 following a two-year slump, and through June were valued two-thirds higher than in January-June 1966. Lower U.S. prices and rising production of textiles in Japan and other Asian countries accounted for the increased foreign demand for U.S. cotton.

Manufacturers' new export orders for machinery averaged 9% higher in the first six months of 1967 than in the last half of 1966. This gain was a sharp acceleration over the 1% advance registered in July-December.

The $611 million new orders received in June were $89 million, or 17%, more than in May—the largest month-to-month gain since August 1963. This increase, together with a small monthly decline in export shipments, raised the value of unfilled orders for machinery to $2,085 million which was nearly at the level of the February peak. Nevertheless, due to expanding shipments in the first half of the year, the 3.90 months-of-sales in back orders on June 30 was below the level for every month in the last two years except May.

U.S. exports of selected principal commodities

Commodity	1966		1967
	Jan.-June	July-Dec.	Jan.-June
	Millions of dollars		
Machinery, total	**3,844**	**3,833**	**4,308**
Engines and other power generating machinery	486	489	540
Agricultural machinery; tractors and parts	464	397	492
Computers and parts	135	161	216
Electric power machinery	248	240	261
Telecommunications apparatus	180	201	241
Transport equipment, total	**1,725**	**1,758**	**2,135**
New motor vehicles	446	572	668
Civilian aircraft	304	249	365
Chemicals, total	**1,316**	**1,361**	**1,408**
Chemical elements and compounds	505	525	564
Plastic materials and resins	241	232	241
Other manufactures, total	**2,650**	**2,629**	**2,802**
Iron and steel-mill products	271	266	297
Nonferrous base metals	307	275	321
Professional and controlling instruments	275	290	317
Fuels, total	**459**	**518**	**499**
Crude materials, total	**1,466**	**1,606**	**1,676**
Soybeans	362	398	369
Cotton	167	265	277
Food, beverages, and tobacco, total	**2,509**	**2,682**	**2,286**
Grains and preparations	1,619	1,570	1,302
Tobacco and manufactures	208	403	282

Nonfarm imports decline

U.S. imports of nonagricultural products declined slightly in the first half of the year. This movement was in contrast to that in the second half of 1966 when the vigorous expansion in arrivals of such goods boosted our total imports 8% above the previous half year, despite reduced arrivals of farm commodities. Following twelve successive quarterly increases, nonfarm imports, on a seasonally adjusted basis, dropped in value in the first quarter and held level in the second.

Imports of agricultural commodities, which declined, after seasonal adjustment, in every quarter of 1966 after the first, rallied in January-March but fell again in April-June. For the first six months as a whole, these imports were 3% above the level of the final half of last year.

The reduced pace of U.S. capital outlays had a restraining effect on imports of capital equipment in January-June. At $1,323 million, seasonally adjusted, these imports were about the same value as in the final half of 1966. Compared to a year ago, however, they were almost one-third higher.

The easing of demand brought a halt this year to the quarter-to-quarter rise in machinery imports. After six successive quarterly increases, such purchases from foreign countries declined in value in the second quarter of 1967.

A strong advance in arrivals of agricultural machinery and tractors lifted January-June imports 17% above the first-half 1966 level. Some of the increase was in combines and parts from Canada as a consequence of the shifting of production between plants of U.S. firms in North America, and did not necessarily represent rising demand for foreign farm machinery.

The uninterrupted rise in metalworking machinery imports since early 1965 slowed perceptibly in the first half of the year. Prompt delivery, attractive prices, and aggressive sales promotion have accounted for the success of German, British, and Japanese toolmakers here.

More office machines

U.S. demand remained high for the conventional types of office machines which comprise 85% of our office machinery imports. In the first six months of this year, these purchases exceeded the level of the previous half-year by 15%, though they were 30% above the same period a year ago. Typewriters and calculating machines were major imports this year.

The slowdown in the advance in imports of textile machinery reflected the slackening in domestic textile mill investment programs. Last year these purchases rose by two-thirds, with much of the increase occurring in the first half. Through June, imports of textile machinery amounted to $72 million, up 20% from the same months of 1966.

The weakening of demand for capital equipment imports was also evident in the slowing in arrivals of electrical power machinery and switchgear. After rising by over 50% in value last year, these purchases advanced only 3% in January-June over the level of the previous six months.

Civilian aircraft imports were swelled

in 1966, especially in the first half, by deliveries of foreign aircraft ordered for the jet conversion program of U.S. regional airlines. In January-June of this year, imports of aircraft and parts dropped off to a rate about equal to arrivals in 1965.

Arrivals of duty-free trucks from Canada continued at a brisk pace this year. These arrivals, which accounted for practically all of our truck imports through June, tripled this year as compared to the same 1966 period. At $90 million in the first half, they climbed above the value for the full year 1966.

Industrial materials level off

Purchases of foreign industrial materials have traditionally been sensitive to trends in U.S. industrial activity. These imports rose sharply in the first half of 1966, then registered only a small advance in July-December when production leveled off. With the downward drift in production which began in January of this year, declines were recorded in arrivals of materials for manufacturing. Through June, these imports were 5% below the last half total and roughly even with the level in the first half of 1966. At $5.9 billion, seasonally adjusted, foreign purchases of such materials accounted for about 45% of U.S. imports so far this year.

Imports of newsprint declined in value after rising sharply in 1966. The drop mainly reflected the leveling off of newsprint consumption because of substantial cutbacks of advertising linage as a consequence of the slack in U.S. business activity. Consumption of newsprint, much of which is imported, is believed to be one of the most sensitive indicators of economic activity in this country. Increased domestic capacity and large stocks from last year also depressed imports.

Despite a sizable drop in our domestic production, foreign steel manufacturers were able to increase their sales in the U.S. market again this year. Imports of iron and steel-mill products rose to $607 million in the first six months, one-fifth over the same period a year ago.

Iron ore imports, which expanded by a modest 4% last year, showed a slightly greater advance in the first half, largely due to increased arrivals of iron ore pellets from new U.S.-owned pelletizing facilities in Canada. Arrivals might have been still higher had not domestic demand for steel eased as U.S. production of automobiles and other consumer durables lagged.

Copper imports increased strongly, both in quantity and value, in the second half of 1966 due to heavy demand here and the greater availability of foreign supplies because of the economic slowdown in other industrial countries. The July-December expansion was followed in January-June 1967 by reduced imports at lower prices.

Expanded domestic capacity, sluggish demand, and to a lesser extent, releases from the U.S. stockpile, depressed imports of aluminum in the last six months of 1966 and again this year. Through June, these purchases amounted to $129 million, down $32 million from the same period last year. Higher prices caused a 10% rise in the value of nickel imports, though quantities fell.

The reduced level of U.S. textile mill operations and decreasing use of wool in domestic carpet manufacture caused imports of unmanufactured wool to drop this year. In the first six months, arrivals were valued at less than half those in the same period of 1966.

Significant increases were recorded in imports of industrial chemicals and fertilizers, but the rate of gain was well below that of 1966. Arrivals of crude fertilizers expanded sharply as U.S. manufacturers received large shipments of potassium chloride and ammonium sulfate from their Canadian affiliates.

U.S. purchases of petroleum and products were slightly higher in January-June of this year than in the first six months of 1966. The liberalization of import controls, effective last April 1, stimulated arrivals of fuel oil. These increased over January-June 1966 by $44 million, or about a tenth.

Consumer import rise slackens

After climbing by 12% in the second half of 1966, seasonally adjusted imports of consumer goods (including automobiles) continued to increase in January-June of this year, but at a considerably more restrained pace. At $3,165 million through June, these imports rose by 6% over the final half of 1966, with practically all of the increase occurring in arrivals of duty-free cars and parts from Canada. The leveling in purchases of other consumer goods largely reflected less buoyancy in U.S. consumer expenditures.

In contrast to the sharp pickup in arrivals of cars from Canada, imports of automobiles from overseas suppliers dropped in quantity. Declines were posted for imports from West Germany and France, though arrivals from Japan and Sweden gained significantly. To meet strong advances in domestic sales of foreign cars, dealer inventories had to be drawn down following a period of stock-building last year.

The one-fifth increase in the value of imports of television sets this year was accounted for in large part by greater numbers of sets from Japan, probably color TV's. Imports of radio sets followed a similar pattern, with higher prices accounting for some of the rise in 1967.

Motorcycle purchases, which fell precipitately in the second half of last year, recovered somewhat. Imports were still far below the high level of the first six months of 1966, however. Relatively high dealer inventories and weakened demand accounted for the lower level of arrivals. Japan, our major supplier of these lightweight machines, sustained most of the loss.

Imports of clothing increased this year over the same 1966 period as did purchases of various other consumer goods such as watches, phonographs, tape recorders, toys, and sporting goods. Arrivals of footwear accelerated further in the first half of 1967, with lower prices continuing to attract U.S. purchasers.

Little change in food imports

U.S. imports of food, feeds, and beverages have changed relatively little in total since January-June 1966 when an increase of 8% was recorded over the value for the last half of 1965. Important shifts have occurred, however, in the imports of several major commodities. Most of last year's strong gainers were sluggish in January-June of this year, with the important exception of sugar.

Sugar arrivals increased by more than a third in value—to $268 million—over the first six months of 1966, with most of the advance coming from Latin American countries. This rise was due in part to the reallocation of Puerto Rican and Virgin Island quotas to foreign producers and, in part, to an increase in total sugar import quotas.

Imports of beef, which expanded by more than one-half in 1966, advanced by only 9% through June. Increased U.S. supplies affected this slowdown. High inventories and reduced demand depressed imports of fish below the levels reached in either of the two halves of 1966. The sizable increase in the value of cocoa imports over January-June 1966 was due entirely to higher prices. After an initial spurt in the first quarter, these imports fell sharply, partly because stocks had been replenished and partly because prices rose strongly.

Coffee imports fell in the second quarter to their lowest level since the September quarter of 1965. In the first half, these purchases were off by 16% from the same period a year ago, due mainly to an anticipated decline in prices when larger crops in Brazil and Africa are available for export later in the year.

COMMERCE TEAM'S REPORT

U.S. business interest keen in world patent plan

Single filing, use of English language welcomed as advantages to U.S. companies

Keen interest by the U.S. business community in a proposed treaty for improving international patent practices was shown this summer at a series of meetings in seven cities, a Commerce Department team has reported.

Attendance at the meetings was high, and there were animated question-and-answer periods averaging an hour in length at each. Businessmen expressed considerable satisfaction that the U.S. Government was prepared to take steps to lower costs and simplify procedures for obtaining foreign patent protection. Patent attorneys were divided in their views, while generally agreeing that existing delays, complexities and high costs must be reduced.

The meetings were held in Boston, New York, Chicago, Cleveland, Dallas, Los Angeles and Philadelphia under arrangements by the Commerce Field Offices with interested local groups. The discussions are expected to stimulate further examinations of the problem in coming months in meetings of local patent bar associations and trade groups throughout the country.

Explanations of the content and background of the treaty proposal were presented by Gerald D. O'Brien, Assistant Commissioner, U.S. Patent Office; David B. Allen, Acting Director of the Patent Office's Office of International Patent and Trademark Affairs; and Vincent Travaglini, Director of the Foreign Practices Division of the Bureau of International Commerce.

Discussions pivoted on a current effort to straighten out the tangle of international patent requirements, a draft patent cooperation treaty devised by the International Bureau for the Protection of Industrial Property (BIRPI).

Commissioner O'Brien stressed the importance of property protection abroad, especially industrial property, as fundamental to the U.S. free enterprise economic and political system.

The BIRPI plan was described as consistent with the current export expansion drive being promoted by the Government, and by the Department of Commerce in particular. Speakers stressed the importance of world-wide patent protection as a key element in expanding U.S. foreign commerce.

"Basically we are impressed by the treaty plan because more than any other proposal that has been advanced—and which is at all feasible—this plan seems to offer speedier patent protection worldwide at the lowest possible cost," Travaglini told the businessmen and patent lawyers.

"These advantages weigh heavily because of the intense international competition for business that is resulting from the steadily widening industrial capability of other nations," he said.

O'Brien saw the crux of the problem of international patents as the enormous amount of duplication of effort involved in the filing procedures, in novelty searching and in the examination process applicable to inventions which are the subject of multiple patents applications in the patent offices of the world.

Next step

Next step toward an international patent treaty is a meeting at Geneva, Switzerland, in October of representatives of 23 nations, seven inter-governmental organizations, and six non-governmental units.

U.S. Commissioner of Patents Edward J. Brenner and a team of key U.S. Government officials will bring to this meeting the suggestions made by U.S. businessmen and patent lawyers at the recent regional meetings, and other suggestions received by the Department of Commerce between now and October.

This duplication, undesirable, costly and creating crippling backlogs for national offices, is particularly unfortunate in view of the fact that patents should serve as a stimulant rather than a deterrent to trade and technology interchange, he commented.

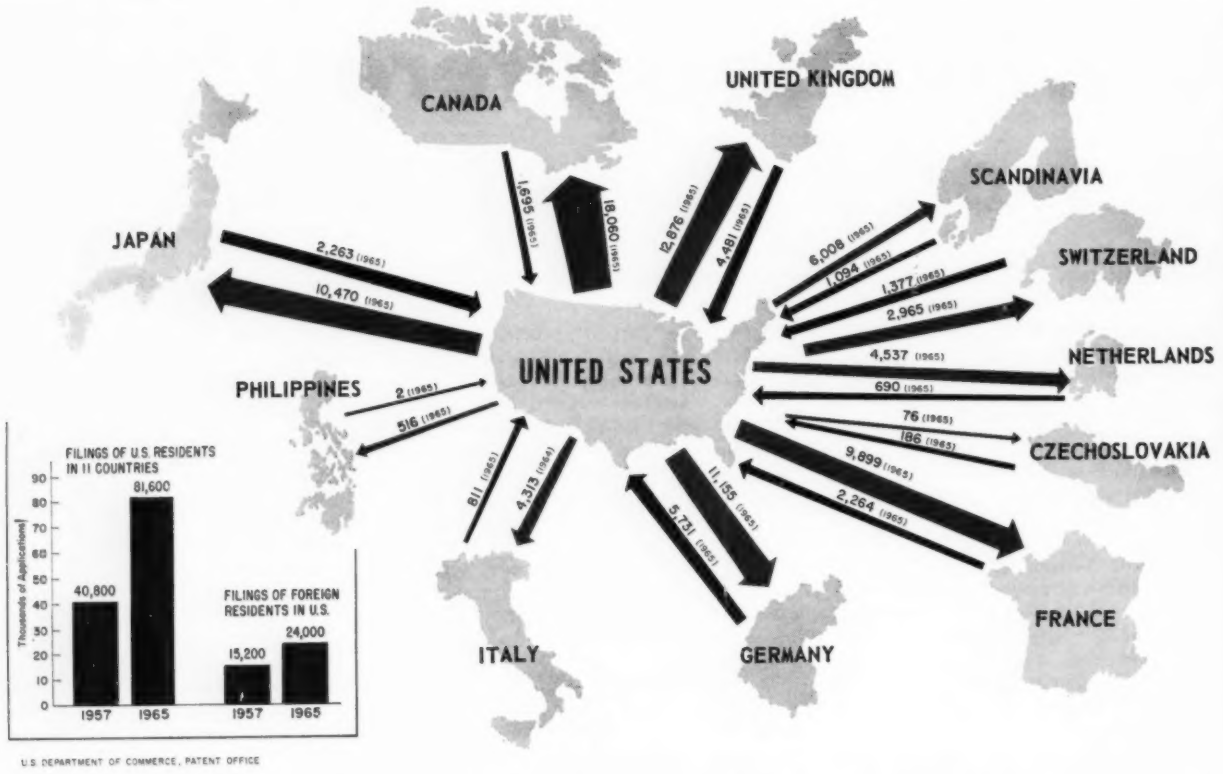
A survey undertaken by the U.S. Patent Office indicates that on the average there are about five to six foreign filings for each invention upon which a U.S. applicant seeks foreign patent protection, he reported. By 1972, it is estimated that an average of six duplicate foreign applications will be filed on a total of 30,000 inventions, generating a total of 180,000 patent applications from the United States. It is also estimated that by 1972 some 30,000 applications from foreign inventors will be filed in the United States. World-wide, it is estimated that approximately 750,000 patent applications will be filed by 1972, and over half of these will be duplicate or multiple filings of the same invention.

According to Allen, "Before we sent out the survey . . . we thought that data on filings from 16-21 countries were enough. Since then, we have talked to a number of companies that file in as many as 40 countries on a substantial number of cases—each a separate action subject to vastly different requirements, even as to the physical size of the pieces of paper on which the drawing is presented."

Defining the draft Patent Cooperation Treaty, Assistant Commissioner O'Brien said: "It does not propose the establishment of an international patents system . . . The aim of the treaty is to facilitate the filing and examination of applications for the protection of the same invention in a number of countries, with a view to eliminating duplicative aspects of international patent practices to applicants and to national offices."

Allen described the proposed treaty as divided into two parts: the first phase is central filing plus search report. This would be obligatory for all contracting

Flow of patent applications between the United States and other nations



U.S. DEPARTMENT OF COMMERCE, PATENT OFFICE

states and for all applicants wishing to file internationally under the treaty. The applicant files a single international application with the International Bureau, possibly through the intermediary of the applicant's national office. He designates tentatively the countries in which he wishes protection. The application would be drafted in one of the standard official languages—English, French, German and perhaps others—and according to a standard format.

Single search

The application will then be searched by a branch office of the International Secretariat. When the search report is transmitted to the applicant, he is allowed to amend his claims. The application and search reports are then published within 18 to 24 months in an international gazette.

The second phase involves the establishment of a certificate of patentability. Cooperation in this second phase would be optional for the contracting states, and each applicant would decide for himself whether he wanted to take advantage of this phase.

This certificate would be issued or denied after an examination carried out by a qualified examining office. The conditions which must be met to be entitled to an international certificate are rather severe: world-wide novelty, non-obviousness, and usefulness or industrial applicability.

The proposed treaty offers the following advantages as compared to present practices:

- A single application substitutes for the separate applications which must now be filed in each country.
- The international application would be filed in English, for U.S. nationals, rather than in the national languages of the countries where the filings take place.
- Each adhering country would agree to a uniform format, instead of the highly diverse forms presently required by different countries.
- One international filing date would be common to all applications. Under present practices, each application has a separate filing date. (Where multiple priorities are involved, effective priority dates might be different.)
- A single world-wide search would form the basis for processing the application, instead of multiple searches.
- In countries adhering to the second phase, a single examination is the sought after result, instead of the multiple examinations now required.
- Prosecution would be in English for U.S. applicants, and in one of the other official languages for other applicants, rather than in the languages of the national offices, as at present.

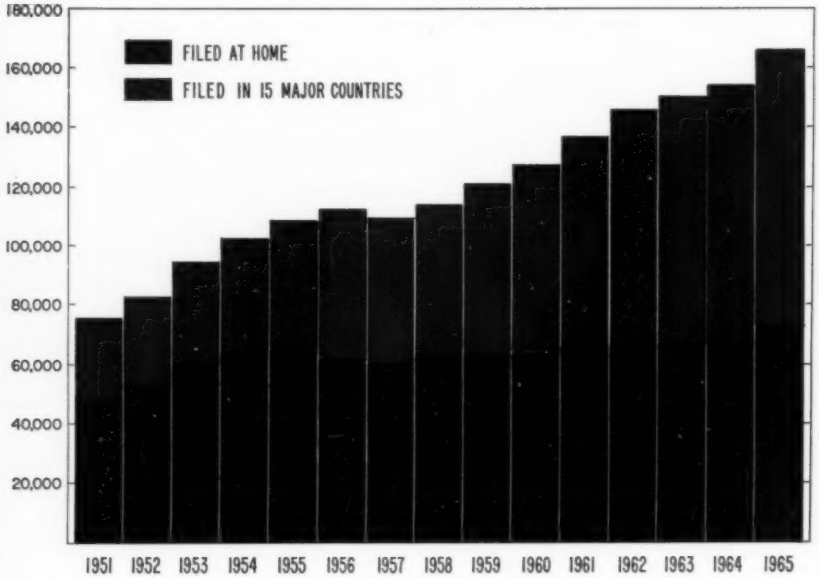
Travaglini described the close interrelation between U.S. merchandise exports and patents: "Adequate patent protection abroad is essential to the exporting manufacturer principally to enable him and his customers to sell and

Plan September meeting

The Federal Bar Assn. and the Bureau of National Affairs will sponsor a one-day forum on the Patent Cooperation Treaty, Sept. 20 at the Mayflower Hotel, Washington, D.C.

For further information write: Briefing Conference Secretary, 1231 25th St. NW., Washington, D.C. 20037 or telephone Area Code 202-223-3500.

Patent filings by U.S. residents



use the patented invention and prevent unauthorized local manufacture. If patented products are to be exported to destinations where the capability of copying exists, the manufacturer is likely to insist on local patent protection."

Even a corporation that has no plans for doing business overseas may have important foreign patent interests at stake, he said. Such foreign rights may be necessary to protect a company's future market potential, and may also assist in bargaining for the acquisition or licensing of patent rights belonging to others. Most countries with any appreciable amount of research and development normally protected by U.S. patents should also be interested in foreign patents for their products and processes.

Travaglini foresees foreign patent programs becoming even more valuable to American industry in the future than they are now. As our mix of export products becomes more sophisticated, it becomes more dependent on patent safeguards. He predicted U.S. exports for the future as possessing an increasingly high level of technical development: air-conditioning and refrigeration equipment, aircraft, automotive equipment, electron tubes and transistors, engines, nuclear reactors, photocopying equipment, plastics, pumps and centrifuges, and recording equipment.

In addition to trade, international business includes many forms of direct investment and international licensing, which also profit from patent protection.

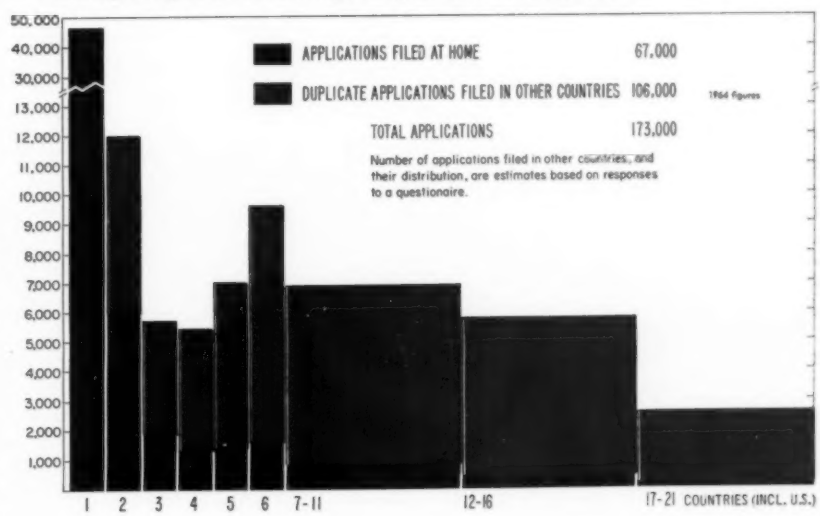
Efforts to meet the international patent problems have led to experiments in regional cooperation, he related. A four-country Nordic patent system is expected to take full effect this year, and the 12-country Afro-Malagasy Union is already in operation. The proposed European Economic Community Patent Treaty, however, appears to be inactive.

Assistant Commissioner O'Brien emphasized the importance of the American businessman in the whole process of creating international cooperation in the patent field. He credits them with wishing to "increase the levels of peaceful trade by facing up to the impediments that exist and by using their influence in reducing them wherever possible. . . . It is for this reason that we in the Commerce Department consider it to be so important that the business community be informed at the earliest possible stage of what we believe to be a new opportunity to reduce a conspicuous obstacle to trade in the patent field through international cooperation."

Commissioner O'Brien stressed the important role played by technology in international trade: "This impact of technology on world trade calls for revolutionary changes in the structure of international legal systems for the protection of industrial property if we are to meet the challenge, and the importance of this challenge goes even beyond business considerations. For, we find today concern with how to spread the use of technology to promote peace and accord among nations through economic development."

Summing up, Allen said, "None of us is naive enough to believe that promulgation of the proposed Patent Cooperation Treaty is the end of the road. However, it seems to us to represent substantial progress. It is a framework within which the farther reaching universal patent concepts can be built. And, to those of you who believe there is a need for some more down-to-earth practical help right now, I am glad to be able to say that the proposed treaty adopts the very practical policy of attacking first those problems which are considered by the users of the patent system to be the most important."

Multiple patent filings by U.S. residents



ENGINEERS' TASK FORCE ON OVERSEAS FINANCING has been formed by the Consulting Engineers Council of the U.S., the Associated General Contractors, and the National Constructors Assn. to aid consulting engineers and contractors working abroad. Standing, l. to r., J. D. Layden, Vinnell Corp., John K. M. Pryke, Slocum & Fuller; Marvin Marcus, Lummus Co.; F. X. Scafuro, Bank of America; C. E. Golson, Arthur McKee Co.; R. C. Creighton, AGC; seated, l. to r., J. D. McClary, Morrison-Knudson Co.; D. A. Buzzell, CEC; Louis Berger, Louis Berger, Inc.; J. M. Sprouse, AGC; and E. D. Hodkstra, NCA.

Transportation to be Calif. traders' topic

Changes in transportation and the movement of goods will be covered in a Symposium on Intermodal Transportation sponsored by the California Council for International Trade.

Leaders of Northern California's international business community are being invited to participate in the day-long symposium, to be held Sept. 14 at Goodman's in Oakland.

Featured speaker will be Senator E. L. Bartlett of Alaska, Chairman of the Merchant Marine Subcommittee of the U.S. Senate Commerce Committee.

Among the subjects covered will be container standardization; palletization and unitization; legal, insurance and customs problems; developments in transport technology; changing marketing patterns; the relationship of railroads, trucks, aircraft and freight forwarding in land-sea-air handling; and the role of government in transportation development.

Co-sponsors of the symposium are the Ports of Oakland, Redwood City, Sacramento, San Francisco and Stockton; Encinal, Howard and Parr-Richmond Terminals; the Marine Exchange; San Francisco Area World Trade Assn.; and the San Francisco World Trade Center Authority.

The symposium's general chairman is Hampton Elmore, Pacific Coast export manager, Hills Bros. Coffee, Inc. Symposium moderator will be J. Monroe Sullivan, assistant to the executive director, Port of Oakland.

Trade Mission to Mexico rescheduled for January

The Four-State Mobile Trade Mission to Mexico, originally scheduled for Oct. 30-Nov. 28 (see story in INTERNATIONAL COMMERCE, July 3) has been rescheduled for Jan. 27-Feb. 24, 1968. This change extends the deadline for applying to Sept. 13.

The combination Mobile Trade Fair and Industry-Organized/Government-Approved Trade Mission will consist of firms from Arizona, Colorado, New Mexico and Utah.

The new dates were selected as a result of a feasibility study, which indicated that an early 1968 program would allow more time to make use of the assistance offered by U.S. officials in Mexico, the international departments of Mexican banks and Mexican business. Also, the later dates would enable more manufacturers and other interested groups from the four states to participate, either as exhibitors or mission members.

NFTC convention will stress world's economic problems

"Strengthening the world economy—a reassessment of responsibilities and policies" is the theme of the National Foreign Trade Council convention, to be held at the Waldorf-Astoria Hotel in New York City, Oct. 30-Nov. 1.

This year's theme will stress the importance of world trade and investment expansion through private enterprise in maintaining U.S. economic stability and growth: and a reassessment by U.S. businessmen and government officials of the responsibilities and policies of the United States and other nations for achieving a strengthened world economy.

The convention will also deal with practical operating problems in such areas as international finance, management of foreign investments, personnel relations abroad, taxation, international trading, and transportation and related services.

D. C. Burnham, president of Westinghouse Electric Corp., will serve as chairman and deliver the keynote address.

For further information, **write:** Convention Division, National Foreign Trade Council, Inc., 10 Rockefeller Plaza, New York, N.Y., 10020; or **telephone:** Area Code 212-LT 1-6420.

AMA to offer course in international licensing

The American Management Association will hold a course in International Licensing for businessmen Sept. 25-29.

Among the guest lecturers are Arthur C. Rutzen, director of the Commerce Department's New York Field Office, and Dr. Jack N. Behrman, professor of international business at the University of North Carolina and former Assistant Secretary of Commerce for Domestic and International Business.

Topics to be discussed include: negotiating license agreements, the licensing contract, operating within antitrust laws, licensing in developing countries and U.S. government services available.

For further information **write:** The American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020 or **telephone:** Area Code 212-JU 6-8100.

SPECIAL PRODUCT PROMOTION between regularly-scheduled trade shows at the Tokyo Trade Center by a Japanese agent on behalf of DEA Products Inc. Over 500 interested trade visitors attended.

Arizona firm finds new Japanese agent, $200,000 in potential sales in two months

Between-show promotion at Tokyo Trade Center is local representative's first move to introduce DEA equipment in Japan; more showings likely

When the executive vice president of DEA Products, Inc., Tempe, Arizona, came to Tokyo in June seeking a reputable Japanese businessman interested in serving as DEA's agent in Japan, he little realized that scarcely two months later, the agent would have lined up prospects for sales of over $200,000 in DEA machinery over the next year.

The American Embassy in Tokyo assisted Samuel Everett in finding a representative in the Japanese market. With the assistance of an Embassy-recommended local consultant, Everett interviewed six prospective representative organizations, and at length named Moromachi Kagaku Kogyo Kaisha, Ltd., as his new agent.

One of the Japanese firm's first moves to introduce DEA products to the Japanese business community was to arrange for a special showing of DEA's advanced precise etching machine at the U.S. Trade Center in Tokyo between regularly-scheduled shows. Muromachi Kogyo aimed its sales effort at circuit-board manufacturers, the photo-printing industry, and other equally potential customers.

As a result of its pre-show campaign, conducted with the advice and assistance of the Trade Center staff, 500 visitors resulting from 1,000 carefully selected invitations attended the exhibition, and Muromachi Kogyo stated following the exhibition that its primary purpose of achieving good market exposure to top level customers had definitely been achieved.

In addition to the desired market exposure the firm sold, off-the-floor, six machines worth $40,000, and conservatively expects sales during the next 12 months of 25 machines worth $170,000.

Mr. Yoshio Fujii, Chief of Overseas Trade Department of Muromachi Kogyo, stated that "We have greatly succeeded in the exhibition held at the U.S. Trade Center. The demands for such a precise etching machine have increased in this market. We express our sincere thanks to the U.S. Department of Commerce."

DEA is making plans with the Tokyo Trade Center officials and with Muromachi Kogyo to use the Trade Center facilities again to introduce other items in the DEA line of machinery to Japanese buyers.

Mechanical handling exhibit scheduled for Padua, Italy

The fifth annual edition of the International Exhibition of Mechanical Handling and Storage Equipment (TRAMAG) is scheduled to take place in Padua, Italy, from Oct. 15-18. Under the auspices of the Padua Fair Administration, the exhibition will cover an area of about 250,000 square feet.

Featured at the show will be mechanical handling machinery, warehouse installations and equipment, storage appliances, maintenance facilities, containers, and prefabricated storehouse materials.

A total of 212 exhibitors reportedly took part in the 1966 edition of TRAMAG, 87 of which were from seven foreign countries. Attendance totaled over 20,000, with 2500 from outside Italy.

Write: TRAMAG 67, Fiera di Padova, Via Tommaseo 59, Padua, Italy.

September exhibition in Italy will feature food processing

The 22nd International Exhibition of the Food Preserves Industries will be held in Parma, Italy, Sept. 23-Oct. 1, and U.S. firms have been invited to exhibit.

Included in the exhibition will be food processing, packing, and packaging equipment; packaging materials; food preserves; scientific control equipment, and materials for the preserving industries.

According to the organizers' statistical report, the 1966 edition of the annual exhibition had over 800 exhibitors from 19 countries, including several American firms represented by Italian agents.

Write: Avvocato Tito Costa, Mostra Internazionale delle Industrie per le Conserve Alimientari, Parco Ducale, Parma, Italy, or the Italian Embassy in Washington, D.C. or any of the Italian consulates in the United States.

Motivation meeting to be held at Brussels this September

The European Association for the study of Economic, Commercial, and Industrial Motivation (EUMOTIV) will hold an international motivation congress in Brussels, Sept. 20-26, and U.S. firms or organizations interested in participating have been invited to attend.

The congress, to be held at the Atlanta Hotel in Brussels, will devote two days each to the following main topics of discussion: motivation in building and construction, and motivation in packaging.

Write: ICCA, c/o Cobeltour, 119 Boulvard A. Max, Brussels 1, Belgium.

U.S. electronic component makers will aim to increase present share of $50 million Swedish market

November show at Stockholm Trade Center will present latest American technology in integrated circuits, solid-state devices

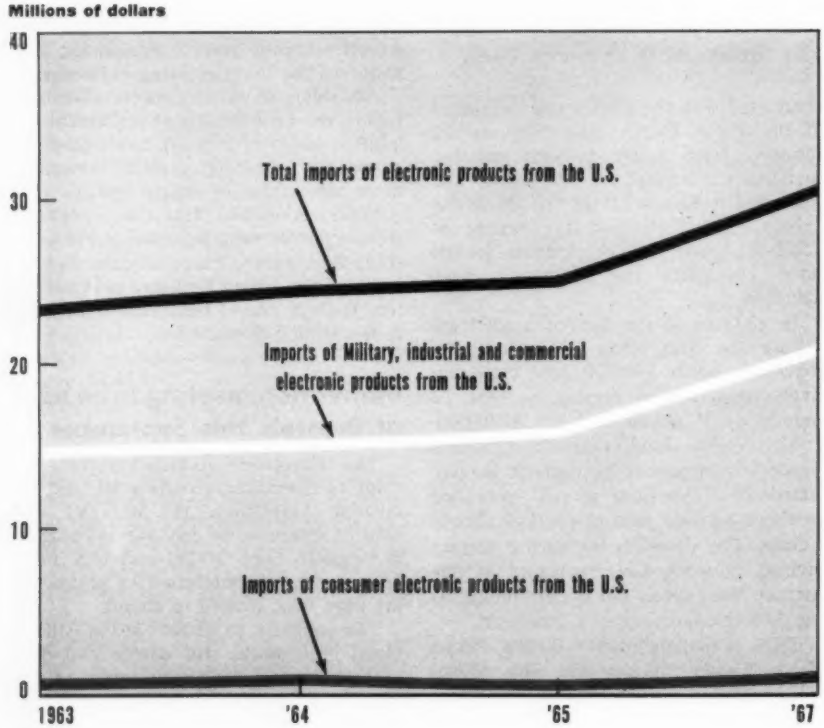
The U.S. electronics industry will bid for an increased share of Sweden's $50 million market for advanced electronic components through a U.S. Department of Commerce show Nov. 8-14 at the U.S. Trade Center in Stockholm.

Sweden is diversifying its industrial capacity and imports more than 75 percent of its requirements of electronic components. The United States has been supplying approximately 25 percent of the imports.

The Trade Center show will be staged by the Department's Bureau of International Commerce to coincide with the Seventh Instruments and Measurements Exhibition in Stockholm and with a conference on measuring techniques arranged by the Royal Swedish Academy.

Buyers and sellers will be brought together at the Trade Center through a broad market development program already underway in Sweden, Norway, Denmark and Finland. An agency-finding service for U.S. exhibitors also is in operation.

Electronics imports from U.S. rise sharply



Source: Electronic Industries Association of the U.S.

Engineers, technicians and company representatives from a wide range of industries in the Nordic area are expected at the show. Professional, educational, scientific and military experts also are expected to be there to see a cross-section of the newest in U.S. electronic components.

The value of Swedish production of instruments, machines, equipment and devices using electronic components is estimated at more than $250 million. This figure includes telecommunications equipment, transmitters, radio navigational aids, measuring instruments remote control equipment.

Only a few years ago, over one-half of Swedish electronic production consisted of consumer items. Now, most of the output is for commercial, industrial and military applications.

Sales position strong

Electronic components in almost every category are imported by Sweden from the United States. American manufacturers reportedly have a strong sales position in Sweden in such categories as integrated circuits, microcircuitry, and solid-state devices, and specialized electronic tubes.

U.S. firms also have good sales opportunities in relays; fixed electrolytic and ceramic capacitors; connectors; variable potentiometers; fixed and variable resistors; special electronic tubes; transistors, crystal diodes and triodes, and parts for electronic tubes.

Past sales successes

U.S. makers of electronics equipment have been especially successful at selling abroad through Commerce Department export programs. Last year, they took part in eight Commerce-sponsored overseas commercial exhibitions, displaying their products in U.S. Trade Centers in Frankfurt, London, Milan and Tokyo, and in London's Instruments, Electronics and Automation Exhibition.

The U.S. shows featured 343 exhibitors who reported a total of $4.9 million in floor sales and estimated they would do more than $38 million worth of additional business within a year after the exhibitions. Of firms actively seeking overseas representation, 43 signed up 64 agents to handle their products abroad on a long-term basis.

U.S. firms interested in taking part in the Stockholm show may obtain more information from the Bureau of International Commerce (code 928), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-3839), or from any of the Department's 42 Field Offices.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **French** imports from the U.S. during January-June were $680.1 million, up 10.5% above the first six months of 1966. Total French imports increased to $6,410.7 million, up 7%. The U.S. share of total French imports rose from 10.3% for the first six months of 1966 to 10.6% for Jan.-June 1967. . . . **Netherlands** imports for January-June totaled $4,155 million, up 3.3% over the same period last year. Imports from the U.S. amounted to $441 million, down 5.3% over the first six months of 1966 (compared to a 19% increase for Jan.-June 1966 over the like 1965 period). . . . A $56 million aluminum smelter is planned for construction at Richard's Bay in Zululand, **South Africa**, jointly by the Industrial Development Corporation and a Swiss company, Schweizerische Aluminum (Alusuisse). The smelter, with an anticipated annual production of 50,000 tons, is expected to be in operation by 1970. Present plans call for the utilization of imported alumina but experiments are continuing to determine the feasibility of exploiting low grade bauxite deposits at Phalaborwa in the Eastern Transvaal. Construction of this smelter coincides with the planned development of a deep water harbor capable of handling super-tankers at Richard's Bay, situated approximately 100 miles north of Durban.

Spain's problems mount

Strong Government measures may be needed to prevent economy getting out of hand

The same three problems which confronted policy makers at the beginning of the year remain unresolved and darken the outlook for the Spanish economy in the second half of 1967.

Strong inflationary pressures continue to push prices and the cost-of-living index upward—at an accelerated rate; the rate of private investment continues to fall—reinforced by sluggish industrial producduction and commercial activity; and the country's trade balance, after gains during the first quarter, appears to be suffering a relapse.

The official cost-of-living index rose sharply during the second quarter, registering a total increase of 3.3% for the first six months of 1967, compared with a rise of 2.4% for the same period of 1966. The strong inflationary pressures already plaguing the economy, the numerous wage increases scheduled for implementation over the next 12 months, and the failure thus far of the official agencies to take effective action to repress burgeoning domestic demand have strengthened fears that there will be even more serious inflation during the second half of 1967.

The principal question being asked by most observers is how much longer the Spanish Government can delay in enacting an over-all program to restrain the surging inflation which threatens to turn already serious internal and external imbalances into a fundamental disequilibrium.

Official action to reverse last year's severe credit squeeze through increasing liquidity within the financial sector has continued. It does not appear, however, that the newly available funds are being channeled into private investment, probably reflecting the diminished level of industrial production which, incongruously, continues to exist alongside the increasing inflationary pressures.

This paradoxical situation—recession with inflation—contributes to the general unease and lack of confidence in the immediate future of the economy, undoubtedly contributing in turn to the postponement of contemplated investment projects.

Trade gap worsens

Preliminary foreign trade statistics indicate a worsening in the trade gap during the second quarter, reversing the improvement during the first three months of the year. Probably reflecting the disappearance of the administrative bottlenecks experienced during the first quarter, which were widely believed to have been a deliberate device intended to restrict the quantity of imports, Spanish imports in the second quarter jumped nearly 6% while exports dropped 8%, bringing the cumulative trade deficit for the first six months to $1,152 million.

The value of imports for the first six months was $1.8 billion, virtually the same as during the equivalent period of 1966. The first-half deficit was less than the $1.3 billion deficit during the same period of 1966, mainly due to the improved first quarter this year.

However, it is doubtful whether the Government can restrict imports further without at the same time worsening the already tense inflationary situation. Indeed, this argument probably was the decision to reject the protectionist solutions earlier in the year.

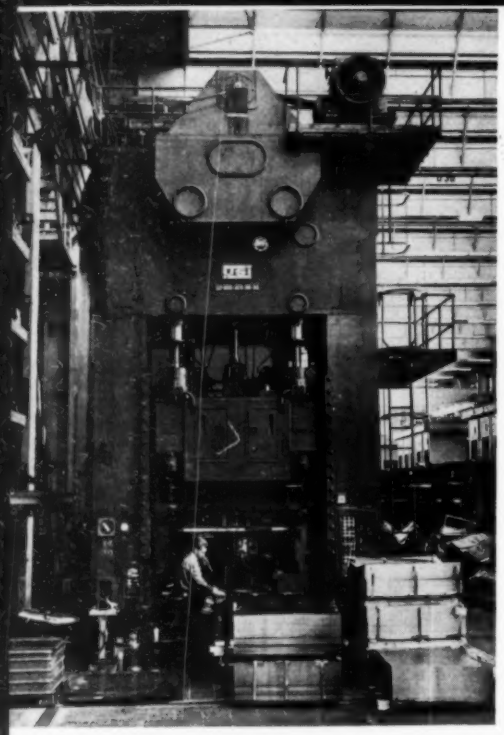
Spain's foreign exchange reserves declined through June by only $214.3 million, compared to $241.5 for the same period a year earlier. Nevertheless, by the end of June Spain's convertible reserves had slipped to $991.1 million, including the $166 million IMF drawing made in January of this year. However, one of the most salient features of the second quarter was the June surplus of about $5 million in the over-all balance-of-payments, which ended a five-month deficit.

The primary factor in the improved balance-of-payments has been the reduction of the trade deficit to a negative balance of some $1,100 million against $1,300 million for the first half of 1966.

Relative improvement

The relative improvement cited above and reports that the value of import applications filed with the Ministry of Commerce is running below 1966 levels indicate that the overall deficit for 1967 may be somewhat less than the $210 million recorded last year. Estimates recently made public by the Planning Commission indicate that the loss in central reserves for the current year may approach $170 million. However, the Middle East crisis and disappointing earnings from tourism suggest this forecast may prove overly optimistic.

After a diminished rate of growth in tourist expenditures in 1966 (up only



CAPITAL GOODS ORDERS in Spain are at the lowest level in two years. Above, U.S.-made equipment at work in a Madrid plant.

12.8% against nearly double that rate the year before) and despite the sharp increase of 21% in the number of tourist entries, it is understandable that official circles are reflecting some unrest at the news that the number of foreign visitors through June of this year was running scarcely 5.9% over the same period in 1966.

Indeed, April and May saw slight relative decreases in tourist entries.

Of greater concern, figures for tourist expenditures through April show net receipts at $250 million, a 1% decline from the same period a year earlier.

Emigrants remittances through March indicate the net inflow from capital transfers to be $105.5 million, against $102.6 million for the same period a year earlier. Inflows from this source should maintain the 1966 levels notwithstanding strains in European labor markets, which it was earlier feared might reduce remittances from Spanish workers in Northern Europe.

Foreign investment rises

Net long-term capital inflows through March were $79 million against $81 million for the comparable period a year before. While these figures reflect a stagnating trend, the overall level of inflow is considered satisfactory since long-term capital inflows increased by an unusually sharp 50% last year. Planning Commission estimates forecast net long-term capital receipts at $450 million for 1967, an increase of about 15% over the 1966 level.

Central reserves in June stood at $991.1 million, against $1,026.4 million for the same period a year earlier.

Based on statistical evidence through June, it seems reasonable to expect an overall 1967 deficit appreciably less than the $220 million mentioned during the OECD Review of the Spanish Economy in June, and probably below the $210 million incurred last year. It appears unlikely, however, that the deficit could be as low as the optimistic $170 million officially estimated recently.

Inventories rise

The low level of industrial activity observed during the first quarter continued throughout the second. The Ministry of Industry's monthly questionnaire from selected firms indicated that May witnessed the lowest level of orders received by all industries in the last two years. Most firms reported stocks up, especially in capital goods. Almost no one reported an inclination to increase production.

The only favorable sign was that industrial prices remained stable during the quarter.

The construction industry was one of the few industries reporting slightly increased orders, and this was due essentially to public works contracts granted by the Government. The major industries reporting a lower level of orders were textiles, pharmaceuticals, electric appliances, motorcycles, and mining.

Retail trade reported a general fall in sales following a good Easter season which had brought high hopes to merchants. Blame for lower sales was placed mostly on the unseasonally cold spring throughout most of Spain. Only in mid-June were sales reported to be moving up again, as summer suddenly burst upon the country.

The outlook is for industrial activity to decrease further during the third quarter as this is the period when many factories close down for an entire month to give all employees their annual vacation.

Excellent spring weather conditions are expected to result in bumper crops during the 1967-68 crop year. The wheat crop is presently estimated at 5.3 million metric tons which, if it materializes, will be an all-time high. Together with an exceptionally large carryover of 1966 wheat, total wheat supplies will also be the largest ever. Indeed, certain areas are already said to be having storage problems.

Price developments and domestic stability became a cause of real concern in early 1967, not only because of the worsening of the internal situation, but also because the Government has been slow to adopt remedial measures.

The cost-of-living index, which advanced by 1.2% during the first quarter, picked up further momentum during the second quarter, with a total first-half climb of 3.3% against a 2.4% for the comparable period last year.

As in 1966, the advance in the cost-of-living index has not been due to the foodstuff component, which increased only 1.5%, less than half that of the general index. Increases in the other components, however, were sufficiently vigorous through June (in both years) to overcome the weight of the foodstuff component which accounts for fully 50% of total consumer expenditures measured in the general index. Representative increases in the components for the first half were: housing, 5% (3.3% in 1966); general expenses, up 5.5% (3.5% in 1966); and clothing, up 2.5% (3.7% in 1966).

The lack of effective action to stem these increases is of particular concern in that the second quarter is customarily a bearish period regarding cost-of-living index movements. Thus, an increase during this quarter of nearly twice the rate of the first quarter suggests that pressures on prices are becoming so heavy that counter-measures are urgently required.

Wholesale price rise

The increase for the wholesale price index through June this year was 3%, against 2.4% for the same period of 1966. In contrast to the cost-of-living index, the foodstuff component of the wholesale price index has been the main cause of the increase. Wholesale foodstuffs prices rose by 5.5% through June this year, against 3.1% for the same period in 1966.

It is unlikely that the effects of such a significant upsurge as this can long be delayed in spilling over into the cost-of-living index, thereby giving another vigorous kick to the cost of living and resultant wage demands in the second half of 1967.

In sum, the price outlook for the rest of the current year is gloomy indeed. In the absence of substantial remedial action in the very near term (a highly problematic likelihood), it is expected that the pressures will result in price increases substantially sharper than any in post-stabilization program (1959) history, and that these will spill over into next year, upsetting projections for the Second Development Plan scheduled for inauguration in 1968.

LAFTA nations to draw up second common list of region's products due to be free-traded by 1973

Listing should be 50% completed after next negotiating round; virtually all internal trade due to be liberalized in six years

The LAFTA nations are scheduled to take another giant step toward the abolition of duties on each others' goods at negotiations scheduled to begin Sept. 15.

At the close of the recent fourth LAFTA Conference Extraordinary Session, products involving over 25% of zonal trade had been suggested for inclusion in the second common list now being developed by LAFTA members. This would bring the total of goods on the LAFTA common lists to over 50% of trade among the member countries.

The Treaty of Montevideo contemplated four common lists, to be developed over the 12-year period ending 1973. The first list was issued in 1964, with successive lists scheduled for negotiation at three-year intervals. Virtually all products of LAFTA origin placed upon the common list would be freed from import duties and restrictions as of 1973 in all member countries; moreover, this condition is not subject to withdrawal or modification. The second common list, which should assure inclusion of at least 50% of trade among the member countries, will be drawn up at the Sept. 15 conference.

May begin early

Much of the significance of the common list during the first LAFTA years was dissipated when it became clear that the elimination of duties and restrictions was not obligatory until 1973. However, the common list now takes on a new potential of great importance. There is presently a proposal to reduce tariffs progressively, beginning in 1969, on all items in the common lists.

In accordance with LAFTA procedures for negotiating the common list, member countries have submitted their initial proposals. In total, the trade covered by these proposals exceeds $400 million, in terms of LAFTA's 1965 exports to Latin American buyers.

Among the many items suggested for inclusion in the second common list are products of major significance for the LAFTA exporting countries. Thus, Argentina has proposed wheat; Chile, newsprint and copper; Colombia, cattle and meat, tires and tubes; Peru, lead and zinc; Uruguay, sand, wool tops and meat; Venezuela has included a number of chemical items, which however are not yet traded within the zone in large quantity.

Mexico and Argentina have included a variety of manufactured products and machinery. Brazil has proposed iron and steel products. It is possible, of course, that the composition of the list will be considerably altered during forthcoming negotiations.

Argentina's list amounted to almost half the value of zonal trade involved in the group of proposals. The number of items submitted by Argentina also was substantially larger than proposed by any other country. The larger the number of items, even ones not yet traded in appreciable quantity, the larger the scope of an automatic system, provided this proposal is adopted.

West Indies Free Trade Association formed

Tentative agreement has been reached by representatives of 13 Caribbean territories to form a strong West Indian free trade area by mid-1968. Initially an expansion of the present three-nation Caribbean Free Trade Association (CARIFTA), the group would become a customs union within one year, with a common external tariff embracing the entire English-speaking region.

Representatives will also recommend to their respective government heads the establishment of a permanent secretariat and the creation of a Caribbean development bank as recomended by a United Nations study group.

The Fourth LAFTA Conference Extraordinary Sessions also succeeded in appointing a new executive staff for the LAFTA Secretariat. Gustavo Magarinos of Uruguay was named Executive Secretary of the LAFTA Secretariat; Elvio Baldinelli of Argentina was named deputy Executive Secretary and Cesar Venegas of Peru was also named deputy Executive Secretary as a result of the creation of a second deputy post.

During the extraordinary session, Venezuela successfully completed national list negotiations with all member countries except Brazil, Argentina and probably Ecuador. With the former group of countries, trade based on their existing national lists and on the Venezuelan list can go into effect as early as this September. It is hoped that similar trade with Argentina, Brazil and Ecuador can become effective by January.

With these latter countries Venezuela will continue negotiations at the Seventh Ordinary Conference, beginning Oct. 23.

Commerce approves export of copper concentrates

The U.S. Department of Commerce has authorized the export of certain quantities of copper concentrates to aid producers not involved in the current copper industry strikes.

Normally, copper concentrates are not exported but are smelted in the United States. Mines in Nevada and Arizona not on strike are producing copper concentrates but cannot get the concentrates processed due to the closing of smelters during the strike.

First priority in issuance of export licenses will be given to export transactions involving the smelting and refining of the concentrates abroad with the return of the refined copper or an equivalent amount to the United States.

The Government hopes in this way to prevent the unemployment that would result if mines not on strike have to close down.

AEC to open liaison office at U.S. Embassy in Rio

The U.S. Atomic Energy Commission is opening a liaison office at the American Embassy in Rio de Janeiro, with Robert H. Wilcox as the Commission's scientific representative.

Mr. Wilcox will be responsible for liaison with the atomic energy authorities of Brazil, Colombia, Ecuador and Venezuela.

AEC representatives are also stationed in Buenos Aires, Brussels, London, Paris, Tokyo, and Chalk River in Canada.

Andean grouping highlights role of sub-regional planning in drive for Latin American common market

Highest priority goes to integration of petrochemical, automotive, iron and steel, and electronics industries; no conflict with LAFTA

Subregional planning is beginning to gain recognition in Latin America as a potentially major step towards the goals outlined at Punta del Este.

The second meeting of the Mixed Commission of the Pact of Bogota was held in Quito from July 9-12, with delegates from Chile, Ecuador, Peru, Colombia and Venezuela gathering to set up machinery for the operation of the infant Andean Development Corporation and to discuss its relation to LAFTA.

Perhaps the most important outcome of the meeting was the repeated stress placed on the fact that the five are not attempting to form a bloc against other Latin American countries, or to replace LAFTA, but rather to push toward the achievement of lower tariff levels more rapidly than contemplated at the Presidents' Summit Meeting. It is hoped that the subregional accord will speed industrialization of the least developed members, and consequently strengthen LAFTA as well.

It was repeatedly cited in Quito that transitory subregional accords had been expressly endorsed at the Presidents' Summit. The five Andean nations prepared concrete evidence to present at the LAFTA Foreign Ministers Conference in Asuncion of the necessity for subregional integration as a stage in the progress towards a continental common market.

Highest priority will be given to integration of the petrochemical, automotive, iron and steel, and electronics industries. A common sea and air transport policy has also been discussed.

Already an accord concerning the joint development of the petrochemical industry exists between Colombia, Venezuela and Chile; Ecuador and Peru are expected to sign this agreement also. A permanent commission has been created to study complementation in the automotive industry, and limited discussions have been held concerning establishment of a joint cargo airline. Talks on complementation in the iron and steel, and electronics industries were scheduled for late August.

A protocol has been drawn up by Colombia, Peru and Chile inviting all other Latin American nations to join in producing electronic equipment for consumption in the Andean countries. Under the plan, the five member countries would agree to purchase at least 90% of their electronic equipment from signatory nations. Possibilities for complementation also exist in the light machine and tool industry, in pulp and paper, and in food production and processing.

The Andean Development Corporation is rapidly emerging as an organization designed to promote subregional integration by orienting national specialization and distributing investments equally within the area. It will direct projects and provide technical assistance and financing for multinational endeavors.

At first, the Corporation will be a private entity supported by the five member nations; later it will become public. Initial capital contributions, totaling about $50 million, will be assessed on member nations in approximately the same proportions as applied by the Inter-American Development Bank: Ecuador 4%, Peru 16%, Chile and Colombia 20% each, and Venezuela 40%. Half of each contribution will be due immediately, with three annual installments following. The Corporation can call an additional $200 million from the members.

Capital will also be sought from LAFTA, IDB, ADELA, the World Bank, and other international organizations, as well as from private interests, and bonds will be issued both within and outside the subregion. Uniformity will be sought in patents, licenses and trademarks.

Provisions of the subregional accord and determination of the group's relationship to LAFTA are still in the early planning stages, but the accord includes provision for a common external tariff (with special provisions for Ecuador), and plans for coordinating national economic policies and establishing a permanent technical staff to deal with each national technical secretariat. The Corporation probably will be situated in the country which provides the largest share of capital.

Peru and Ecuador signed the "bases" of the accord with reservations, Ecuador being particularly concerned with the exact wording since preferential treatment is essential to her participation. Bolivia, although not a member, has expressed interest in participating in some of the complementation agreements.

Seeds for such a subregional group were sown in August 1966, when representatives of the five nations met in Bogota. At that time, discussions of economic integration resulted in the Declaration of Bogota, which was endorsed by the five nations and called for accelerated regional integration measures to facilitate participation in the Latin American Common Market with the more developed nations, Brazil, Mexico and Argentina. The participants envisioned an Andean common market with its own common external tariff, the establishment of complementary integration industries, and the financing of multinational infrastructure projects through a joint development corporation.

On June 23, at the close of the fifth IA-ECOSOC conference, held at Vina del Mar, delegates of the five countries signed an agreement creating the Andean Development Corporation. It was at that time that the delegates established themselves as a Mixed Commission to coordinate subregional economic integration.

New Andean grouping

Sources of credit data on foreign companies listed

Commerce guide gives details on foreign, domestic facilities

A new worldwide guide to sources of credit information on foreign business enterprises has been published by the U.S. Department of Commerce as an aid to American firms trading, investing, or manufacturing abroad.

Sources of Credit Information on Foreign Firms, issued by the Department's Bureau of International Commerce (BIC), updates a similar compilation published in 1958. It complements the Department's long-established World Trade Directory report service.

The World Trade Directory reports provide basic data useful in determining the competence and reliability of individual foreign firms as trade connections, but do not contain the detailed credit information needed to evaluate risks in proposed foreign transactions. Such information is obtainable from credit reporting agencies, banks and other organizations cataloged in the new publication.

The Foreign Service of the United States and various domestic sources provided data for these listings.

The new publication is broken down into two major parts. One provides general information on foreign credit reporting facilities within the continental United States as well as territorial areas. The second lists foreign sources of credit information, by country.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or any of the Commerce Department's 42 Field Offices. Price: 35¢.

Venezuelan paper firm to buy U.S. equipment

A Venezuelan manufacturer of kraft and bond paper, Manufacturas de Papel, C.A., has been authorized a $1.3 million Alliance for Progress credit by the Export-Import Bank to finance sales of U.S. equipment and services needed to expand its paper production. The company's plant is at Maracay, 100 kilometers from Caracas. Under the expansion program, production is expected to increase by some 25% to over 38,000 metric tons in 1971.

Contracts for the required equipment have been negotiated with Beloit Corp. of Beloit and Appleton Machine Co. of Appleton, both in Wisconsin, and Babcock and Wilcox of Wilmington, North Carolina. Eastern Engineering Co. of Atlanta, Georgia, will provide engineering services for the expansion. Contracts have not been concluded for a head box, a Fourdrinier, a pulper, and wrapping equipment.

The new credit is Eximbank's 48th to assist overseas sales of U.S. paper-making machinery and equipment. The total amount of such financing now stands at $106 million.

Commerce fines airline for minor violations of Export Control Act

Civil penalties totaling $1,400 for violations of the Export Control Act were imposed on Pan American World Airways by the U.S. Department of Commerce. This is the second case in which fines have been imposed under a 1965 law that authorized the Department to levy monetary penalties for minor violations of the Act.

Pan American was charged with having failed to present required export documents before carrying merchandise from John F. Kennedy International Airport, New York, to foreign destinations. The Department said that no security violations were involved. Pan American admitted the violations and consented to the fines. It said the violations were due to oversights and clerical errors of employees in its cargo division.

The fining authority was granted to the Department to deal with violations which were not of a serious nature and which did not adversely affect national security. Previously the only effective sanction available to the Department was to deny the violator the privilege of participating in export transactions; for minor violations, this was considered too drastic. The authority to impose monetary fines will not interfere with legitimate export activities, and it is expected that it will make those involved in export operations more aware of their responsibilities under the law.

Two U.K. firms lose U.S. export rights

Tried to ship U.S. commodities to Cuba despite 1964 warning

The U.S. Department of Commerce continued the denial of U.S. export privileges to one United Kingdom trading firm and imposed similar restrictions on another U.K. firm, in two separate but related orders. Principal officials of the firms were also named in the orders. The parties named are Shepherd Export & Trading Co. Ltd., and Denis H. Shepherd of Croydon, Surrey, England, and Atcroft Engineering Co. Ltd., and S. H. Farr, Caterham, Surrey, England.

Shepherd and his firm were denied U.S. export privileges for an indefinite period in 1964 for failing to account for their disposition of U.S. origin commodities. It was believed that the goods had been illegally reexported to Cuba. In the recent action it was found that these parties, in violation of the 1964 order, had purchased U.S. origin commodities through a U.S. intermediary and had them exported to England with the intention of reexporting to Cuba. Shepherd did not obtain the required authorization from the Department's Bureau of International Commerce.

Other transactions

In other transactions Shepherd used the Atcroft firm in attempting to procure U.S. origin goods. Written interrogatories were submitted to Atcroft requesting it to account for the disposition of U.S. origin goods it had received and also to explain its dealings with Shepherd in U.S. origin goods. The firm did not answer the interrogatories responsively.

Under the new order, Shepherd and his firm are denied U.S. export privileges for the duration of export controls. The order against Atcroft and Farr will remain in effect for an indefinite period until they furnish responsive answers to the interrogatories.

The U.S. export regulations provide that without authorization from the Department of Commerce no party may trade in commodities or technical data exported from the United States with a party he knows has been denied export privileges.

East African nations plan increased development spending

Budgets call for new income and excise taxes, higher customs duties to finance new programs

Budgetary messages recently introduced by the Ministers of Finance of Kenya, Tanzania, and Uganda indicate that each country plans substantial increases in government expenditures to speed up economic and industrial development, and that the Ministers will also attempt to harmonize their fiscal measures in keeping with the new Treaty for East African Cooperation (see INTERNATIONAL COMMERCE, July 24, p. 21). Changes in income and excise tax legislation, affecting primarily the middle and upper income groups, and increases in customs duties are being requested to provide higher domestic revenues.

Although U.S. and other foreign firms in East Africa will now be subject to higher tax burdens, the anticipated expansion in the level of output is expected to provide many new and attractive business opportunities.

Kenyan surplus

Kenya's Minister of Finance announced that a small overhead surplus is now anticipated for fiscal year 1967 and that the nation's financial position is at its strongest since Independence.

Revised estimates for FY 1967 now place total revenues at £70.5 million or $197.4 million (£1=US$2.80), $37.8 million for development. Due to difficulties in concluding loan negotiations and delayed receipts from external assistance in the form of subsequent reimbursement for Kenyan expenditures, however, an abnormally low portion of the total—$18.2 million—was financed from external sources.

Total current year expenditures are now set at $194.9 million. Reduced spending on recurrent account—$152.9 million—allowed the small surplus to be transferred to development expenditures, which rose to $42 million.

Estimates of government expenditures introduced for FY 1968 have risen to a record total of $234.1 million, most of the increase attributable to higher development spending.

Recurrent expenditures, totaling $159.2 million, are approximately $6.2 million above the 1966-67 approved estimates. The largest single item is the public debt, amounting to $23.4 million, as compared to $19.6 million the previous year.

With the exception of decreases in the appropriations for the National Assembly, the Ministries of Agriculture, Power and Communications, and Labor, budgets of all other government departments have been increased in varying amounts, with the largest increases going to education, the armed forces, health, and police.

Published figures indicating a surplus of close to $14 million are misleading, however, inasmuch as recurrent estimates do not include salary revisions, additional defense expenditures and the purchase of government shares in the National Assurance Co., all of which will require additional expenditures of close to $8.4 million. Any remaining surplus will probably be transferred to the development account to compensate for short falls in overseas and local borrowing.

Construction, road building lead

Government spending on development is expected to total $74.6 million. Although shortages of personnel, which reduced current year spending by 15% may similarly curtail implementation of FY 1968 programs, total development expenditure, excluding land resettlement, is $7.3 million more than was originally estimated in the Development Plan 1966-70 and 250% as much as was spent on development in FY 1965.

Road building, the most significant item in the new budget ($15.4 million), is followed by agriculture and animal husbandry, which together receive close to $10.4 million, $9 million of which has been allocated to the land resettlement program. Spending on education, amounting to close to $9 million, is substantially covered by an IDA credit for the expansion of physical plants and facilities.

Inasmuch as government development projects contain approximately $22.4 million in building and construction expenditures, and $15.4 million in road building, full implementation of the program will depend to a large extent on performance in these two sectors. Already, however, the construction industry is showing signs of stress due to a shortage of artisans and building costs are estimated to have risen by as much as 20% in 1966.

In the main, the government's 1967-68 revenue and expenditure estimates appear to be realistic. Estimates indicate that approximately $32.5 million of the proposed expenditure is already secured from foreign loans and grants and that a further $11.2 million is under negotiation. With the economy generally in a buoyant state and with rising private deposits, the government should encounter little difficulty in continuing the recent trend in raising increased domestic revenues through taxation and local borrowing. Although there will be some loss of revenue due to the transfer of excise and customs duties to the consuming countries under the new Treaty for East African Cooperation, diminishing revenues from this source should be more than offset by the duty increases approved by the Assembly.

Tanzanian controls withdrawn

In presenting the budget estimates for the Government of Tanzania, the Minister of Finance announced the withdrawal of exchange controls against Kenya and Uganda effective June 14 and the application of the East African Customs and Excise Act to Zanzibar, effective immediately. Overall, the new budget package was indicative of the increased emphasis on development and the government's determination to foster self-reliance in Tanzania, in the substantial input which will now be derived from domestic sources.

Recurrent budget expenditures, estimated at $125.6 million, are some 14.4% higher than the current year figures and include provisions for $2 million to compensate Zanzibar for customs revenues which will now be collected by EACSO. Additionally, approximately $1.2 million is allocated to the public debt, now estimated at close to $148.4 million, $117.6 million of which is externally held. Finally, $2.1 million is earmarked for compensation payments to nationalized banks and industries—a rather small allotment when measured against the claims of the British banks alone amounting to more than $16.8 million.

Estimated development budget expen-

ditures, which are set at $93.5 million, have increased by 41% over previous year figures. Of this total, financing has been secured for almost $51 million, representing an increase of 33% over availabilities at the beginning of the current fiscal year. Significantly, internal sources are expected to contribute $30.2 million, or 61%, of total development expenditures, internal financing to be derived from the recurrent budget, the sale of government securities, borrowing from the central bank, bond sales, and lottery proceeds. Moreover, the government has requested new income and customs levies, which are expected to raise $9.2 million in additional revenue, bringing total government receipts to $131.3 million. External financing, on the contrary, will increase by a marginal 5.7%; contribute $20 million in development funds.

Uganda spending up

In his budget message to the National Assembly, the Ugandan Minister of Finance emphasized his government's need for increased revenues to pay for higher spending in the fields of education, defense, and police, and predicted a surplus on external trade as well as a Gross Domestic Product (GDP) of $557 million for the coming year.

Whereas the Ugandan Development Plan envisages development expenditures of between $33.6 million and $56 million in FY 1968, the draft estimates provide for government spending of close to $43.3 million during the period. Of this total, approximately $19.6 million is committed to continuing development projects already in progress, principally in the communications, defense, and health sectors.

Major projects to be undertaken this year include the Kabale-Ntungamo Road and the improvement of access roads and facilities at Entebbe Airport. Major emphasis in the health program will be placed on the building of hospitals in rural areas.

Additional expenditures of $10.1 million will be incurred on servicing of communications facilities, meeting commitments to international financial organizations, and operational schemes, principally in the agricultural sector. Noteworthy projects in this latter category include mechanized and group farming schemes, animal industry development, and borehole and water supply construction.

The $13.7 million balance is related to projects for which external finance has already been negotiated and on which work will commence in 1967-68, specifically road building and agricultural development projects, and the expansion of secondary educational facilities.

Out of recurrent revenues estimated at $117.9 million, recurrent expenditure has been set at $101.6 million, most of the increment over current year spending to cover ordinary expenses of development projects which became operational during the past year as well as an expansion of basic public services in agriculture, animal husbandry, education, health, and security.

The recurrent budget surplus of almost $16.2 million, together with approximately $3.8 million in other local funds and $18.8 million from foreign sources, will be applied to the deficit on the development budget. The remainder, almost $4.8 million, will be derived from the government stock issue and new taxation.

Loan guarantee program announced by Netherlands for fabrics enterprises

The Netherlands Government has announced a loan guarantee program for selected enterprises in the cotton, rayon and linen industries. The $41.4 million program will be a guarantee of principal and interest on loans to finance structural reorganization and rationalization. The program will also include a careful supervision of imports of low-cost textiles.

It is anticipated that for the next three years an investment program of an average $22 million annually will have to be carried out by the industries to achieve the desired goals. It is further believed that about half of this can be financed by the industries from normal sources. This means that the industries will have to have recourse to Government guarantees for loans totaling $33 million. The Government has allotted $41.4 million in order to give the program greater flexibility.

As a rule, a guarantee will be possible covering 50% of specific investments. In certain cases the share may be increased to 70%. The loans will have a term of no more than 15 years, and it will be possible to postpone repayment during the first three to five years. In certain cases, the Government is also prepared to defer payment of interest during the first few years.

Kenya establishes new wage schedules

New regulations cover specific skilled workers and laborers

Amendments to the Kenyan Regulations of Wages and Conditions of Employment Act which became effective July 1 establish a consolidated minimum wage schedule, inclusive of housing allowance, applicable to general, casual or part time laborers.

According to the new Orders, the basic monthly rate for male employees over 18 has been set as shs. 175 or U.S. $24.50 (shs. 1 = U.S. $0.14) in Nairobi and Mombasa. In all other areas, the minimum rate will be shs. 160 monthly.

Female employees over 18 are now to receive not less than shs. 140 monthly in Nairobi and Mombasa and shs. 128 in other locations. For all other employees, the wage floor is now set at shs. 105 and shs. 96, respectively.

More specialized provisions of the new regulations establish basic wage schedules for specific skill categories in the motor engineering, building and construction and petrol and service station trades.

A copy of the gazette announcement, which supersedes the pertinent sections of the Overseas Business Report, *Establishing A Business in East Africa,* OBR 66-93, may be obtained from the Africa Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Malagasy Republic to build schools with World Bank aid

The International Bank for Reconstruction and Development will lend the Malagasy Republic $4.8 million to help finance the relocation and expansion of three secondary technical and two teacher-training institutes in Tananarive.

The Bank loan will cover the foreign exchange requirements for construction and equipping of academic buildings for the five institutes on a new 36-acre campus. Construction is scheduled for completion by the end of 1972 at a total estimated cost equivalent to $7.5 million.

The award of construction contracts and the procurement of equipment will be on the basis of international competitive bidding.

Australian Tariff Board procedures spelled out for U.S. exporters

Unit providing protection to domestic manufacturers has seen recent stepup in applications; its decisions are generally accepted

As the variety and volume of output of Australian industry continues to grow, there has been some stepup in the number of applications made to the national Tariff Board for assistance in maintaining local markets for domestic industry.

The Tariff Board's decisions are arrived at after full consideration of all factors and interests involved, including those of importers and foreign suppliers.

The Government is not compelled to adopt the Board's recommendations but normally a large majority of them have been accepted and action taken to implement the Board's advice. Thus, of 361 Board reports since 1958, a total of 19 were modified, five were sent back for further study and only five were refused.

Australia's Tariff Board consists of a chairman and seven members appointed by the Government. Broadly speaking, its powers and responsibilities have remained substantially the same through the years although there have been increasing indications in recent months that there may be some change in the Government's direction of tariff policy and in the role of the Tariff Board. For those industries which required emergency protection from imports after the removal of import licensing controls in 1960, the Government also set up a Special Advisory Authority (SAA) to hear and rule on petitions for temporary protection until such time as a full inquiry could be conducted by the Tariff Board.

An Australian industry that wishes higher protection may file an application with the Department of Trade and Industry, which after study of the industry's request may refer the application to the Tariff Board where the reference may be under consideration for a year or more or to the SAA for emergency protection where an investigation may be completed within 30 days after being referred.

References made to the Board by the Minister for Industry and Trade usually ask whether the industry should be protected and what the level of protection should be. In order to prepare an objective report, a thorough investigation is conducted of the industry and an announcement of public hearings is made. These may be held in Canberra, Sydney or Melbourne or in other cities where the specific industry may be concentrated. Interested parties are asked to submit written evidence to the Board before the public hearings, and this evidence is weighed prior to the submission of testimony under oath at the hearings. After the hearings, the evidence is analyzed by the Board's staff, and a report is drafted and forwarded to the Department of Trade and Industry where it is examined and recommendations are made to the Cabinet. The Board's report and the Government's decision are then released. The Government may reject the report and return it to the Board for additional information or changes or it may accept it.

Applications for emergency protection are referred from the Department of Trade and Industry to the SAA which sits as a one-man tribunal to hear the requests. These inquiries are private and informal, and the recommendation for emergency duties by the SAA may be accepted or rejected by the Government. If accepted, the temporary duties remain in force until the Tariff Board completes a full review which it is required to do after an emergency ruling by the SAA.

While the tariff is the accepted instrument used for protecting domestic industry from import competition, the Board may recommend other means for protection where appropriate, such as quantitative restrictions for specified periods, or bounties on local production.

According to the Department of Trade and Industry, it is not the policy of the Australian Government to grant tariff protection until domestic manufacture has taken place, but when the Government feels that the question of protection for a new industry should, in the interests of the economy, be considered in advance of actual production, it will forward the matter to the Tariff Board for its consideration and recommendations.

The Minister for Customs and Excise is primarily responsible for the administration of tariff legislation, and the Minister for Trade and Industry is responsible for Government policy relating to variations in the levels of tariffs. Although the adopted procedure is for Australian manufacturers requesting additional protection to first present a prima facie case for assistance by new or increased tariffs before the Minister refers the request to the Tariff Board for investigation and report, the Minister for Trade and Industry may himself initiate inquiries into the tariff applicable to specific products.

Foreign suppliers or their representatives in Australia may also file briefs with the Tariff Board and the exporter or his authorized agent is required to attend the public hearings to present all the evidence on behalf of the firm. Where witnesses submit information provided by other interested parties (particularly overseas interests), this information must be supported by a notarized statement. In particular, the Board wants evidence on comparative costs and prices, and on the quality, range, variety and availability of products included in the reference, both of Australian origin and imported. Costs and prices should show the currency used, with exchange rates. This is particularly important where the figures are in U.S. or Australian dollars—$A for Australian dollars or $U.S. for U.S. dollars ($A1 = U.S.$1.12).

Rules on evidence

All evidence must be submitted typewritten in eight copies. Where a witness wishes to submit confidential material, it will be held in confidence, but it must be typed on separate pages so that the confidential section can be readily detached from the other evidence which will become a part of the public record. All correspondence should be addressed to the Secretary, Tariff Board, Kings Ave., Canberra, A.C.T., Australia.

Standard booklets containing specific instructions for the guidance of witnesses in preparing general evidence as well as the basic information required by the Board, are available from the Tariff Board or may be seen in the Far Eastern Division of the Bureau of International Commerce, in the Business Defense and Services Administration, and in the Department's Field Offices in New York, Chicago, Cleveland, San Francisco, Los Angeles, and New Orleans.

The booklets issued by the Board relate to basic information only and do not cover or set out the form or content of the General Statement of Evidence which the witness will want to give at a public hearing. Evidence which argues the particluar case of a witness should be included in the General Statement which is required to be filed with the Board not later than two weeks before a public hearing.

Oil palm operation in Costa Rica open

Tropical experimental station reports successful plantings

The government of Costa Rica is interested in some form of arrangement with an experienced U.S. company for the production of palm oil in its Atlantic zone. The project calls for the development of extensive African oil palm plantations.

Reportedly, palm oil production in Costa Rica is presently confined to the Pacific side of the country, but it is claimed that several areas on the Atlantic side are equally well suited for the cultivation of the oil palm, which needs well drained and aerated soil, plus evenly distributed annual rainfall.

According to Costa Rica's Ministry of Agriculture, its tropical experimental station at Los Diamantes, located on the Atlantic side, reports success with experimental plantings of oil palm. The Ministry has imported two shipments of hybrid seed (60,000 seed in each shipment) from Nigeria to establish oil palm nurseries. These plantings will be available as a start for a U.S. investor establishing an oil palm operation.

To obtain complete details about the proposed enterprise interested U.S. firms should **write** directly to: Ministry of Industry and Commerce, Project and Industrial Promotion, P.O. Box 5001, San Jose, Costa Rica. Attention: Jose G. Rothschild Jr.

Dutch producer of metal items wants arrangement to expand product line

A Dutch producer, distributor and exporter of such inexpensive metal promotional items as embossed ashtrays and cigarette boxes is interested in a licensing arrangement with a U.S. manufacturer of similar items. The company reportedly operates on a mass production scale and wants to expand its product line.

The company's sales manager, a U.S. citizen, reports a substantial market for such give-away articles due to the increased use of gifts and premiums by trading companies as a means of sales promotion. The annual turnover of the firm is said to be approximately $450,000 with yearly sales to the EEC countries of about $120,000.

The specialized manufacturer claims extensive production facilities employing about 70 persons.

U.S. firms interested in obtaining complete details of this proposal should **write:** N.V. Zilverstad, P.O. Box 7, Schoonhoven, The Netherlands. WTD.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

French firm seeks license to produce ranges, ovens

A license to produce commercial ranges and ovens is sought by a manufacturer, importer and exporter of hotel and restaurant cooking ranges and ovens, furniture, glassware and utensils.

Established in 1899 and currently employing about 50 people, the French manufacturer operates a factory covering an area of 1,500 square meters. The company markets its products throughout France and the former French African Territories.

Interested U.S. companies may obtain complete details by **writing:** Etablissements Guglielmoni, 89-91 Rue Cartier Bresson, 93-Pantin, France. WTD.

License to make dishwashers, clothes dryers and heaters sought by Argentine firm

Located in Cordoba, this small manufacturer of metal parts for the automotive industry seeks production through a licensing agreement with a U.S. firm. The Argentina concern is primarily interested in the manufacture of domestic and industrial type dishwashers, clothes dryers and infra-red heaters for rotisseries.

Recently the Cordoba company began manufacture of small gas flasks and metal soda water containers for family use. It has also obtained majority interest in a concern making patented clamps utilized in erecting construction scaffoldings.

The Argentina firm's facilities consisting of three separate one room, one story buildings occupy a 1000 square yard site. Plans call for the construction of a new, two story plant. Production machinery includes milling, grinding, and soldering machines, hydraulic presses, lathes and drill presses. The firm has around 26 employees and reports annual sales of about $68,500. Its products are sold directly to automobile manufacturers on a contract basis.

To obtain further details about this opportunity interested U.S. manufacturers should contact: Industria Metalurgica "General Paz," Casilla de Correo No. 171, Cordoba, Prov. de Cordoba, Republica Argentina, Attention: Sr. Roger Pommier Prado. WTD.

British electronic company seeks license to broaden line

A Yorkshire manufacturer of electronic components and instruments seeks a licensing arrangement with a U.S. firm to produce newly developed electronic instruments.

An executive of the British firm plans to visit the United States in September to discuss licensing agreements with U.S. companies responding to this announcement.

U.S. firms interested in arranging appointments with the British representative should contact: Mr. J. D. Ramshall, c/o Sheraton-Blackstone Hotel, Chicago, Ill. 60600 between September 11-15. Mr. Ramshall's complete itinerary can be found under the Visiting Buyers and Officials section on page 31 of this issue.

Write: Farnell Instruments Ltd., Sandbeck Way, Wetherby, Yorkshire, England. WTD.

Bombay firm seeks U.S. assistance in joint venture

Wants to expand operation to mass produce machine keys

A Bombay manufacturer of machine keys, builder's hardware and industrial machinery components seeks a joint venture to modernize and expand its machine tool operation. Particularly requested of a U.S. partner is technical assistance to enable the Indian company to mass produce machine keys, and possibly financial participation to be used towards the purchase of such automated equipment as grooving, keyway slotting and key seating machines. Reportedly, the Bombay concern is prepared to invest around $130,000 in the planned undertaking.

Established in 1958, the Indian firm currently manufactures 800 machine keys per day on two 8-hour shifts. It has approximately 60 employees. Equipment in the firm's 3,000 sq. ft. manufacturing facility includes milling, grinding, drilling and shaping machines. The Bombay company says that two major raw materials, mild steel and free cutting steel, are not available in sufficient quantities on the domestic market and it must import 70% of its requirements.

Plans call for distributing the anticipated increased production on the domestic market. It is reported that there is a strong demand for good quality standardized machine keys by Indian industrial equipment manufacturers and the transportation, materials handling and refrigeration industries.

U.S. visit scheduled

An executive of the Indian firm plans to visit the United States from Sept. 8th through the 29th to discuss the proposal with U.S. concerns responding to this announcement. To arrange appointments, interested U.S. companies should **write:** Mr. R. K. Kapadia, c/o Dr. Shashikant O. Desai, Queen's Hospital Center, 82-68 164th St., Jamaica, New York 11432. Mr. Kapadia's complete itinerary can be found under the Visiting Buyers and Officials section on page 32 of this issue.

To obtain additional information about this opportunity **write** the Indian firm's authorized representative: R.D.R. Enterprises, Unique House, 2nd Floor, 25 Parsee Bazar St., Bombay 1, India. WTD.

Yugoslav free customs zone offers opportunities

Yugoslavia's port of Split on the Adriatic has opened a free customs zone with facilities which may be of interest to U.S. firms.

A number of facilities, including multistoried warehouses and gypsum, marble and cement plants, are already established in the free zone.

Foreign companies are invited to enter into contracts with Yugoslav firms for joint processing, repair, construction, repacking and similar activities within the zone.

To obtain complete details of the Split free customs zone, interested firms should **write:** Free Port, Zajednica Luckih Poduzeca, Split, Yugoslavia.

Several offers made by Belgian producers

Business arrangements with U.S. firms are sought by three Belgian concerns to expand a steel castings facility, lease an industrial complex, and for a lumber venture. U.S. firms may obtain more information about these opportunities by writing to the addresses below.

- A Belgian producer of cast iron and steel is interested in a licensing or other business arrangement to diversify and expand its production.

The company operates three plants and manufactures steel and iron castings for ship construction, mining, chemical, transportation and other industries.

The firm employs about 2,000 people and says sales were approximately $64 million for 1966.

Write: Mr. Victor Bernard, Deputy Consul General, Industrial Section, Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020.

- An unoccupied industrial building complex, formerly employing about 600 persons, is offered for sale or lease to a U.S. investor. The complex consists of a four floor industrial building, warehouses, garage, and service buildings.

Write: Mr. Victor Bernard, Deputy Consul General, Industrial Section, Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020.

- A joint venture with a U.S. lumber company is sought by a Brussels lumber concern.

Write: Centrale Des Bois S.A., 40 Rue de l'Ecuyer, Brussels, Belgium. Attention: Mr. Edmond Diwald. WTD.

Automotive body producer in India wants to expand

Requests agreement with U.S. firm for technical assistance

A manufacturer of automotive bodies, construction machinery and alloy castings seeks to expand production through a technical assistance and possible licensing arrangement with a U.S. firm to make automotive bodies. The agreement would include technical assistance, utilization of patents and designs and the benefits of research conducted by the U.S. licensor.

The Indian firm is particularly interested in producing modern types of bodies on domestically made chassis for use as buses, coaches, ambulances, refrigerated vans and other vehicles of special design. Plans call for increasing present production of automotive bodies from 200 units to between 500/800 units annually. The firm says that manufacture of bodies will be on a made-to-order basis or undertaken on job contracts. About 80% of the proposed production will be marketed in India.

Yearly production

As part of its overall expansion program, the company intends to increase yearly production of construction equipment from 150 to between 300/400 units and steel castings from 300 to approximately 800 metric tons. Such items as steel tanks, dumpers, and steel tubular structures will be added to the product line.

Located at Thana, an industrial area about 20 miles from Bombay, the Indian company produces concrete and roller pan mixers, tar boilers, other construction equipment, automotive bodies and alloy castings, including stainless steel castings. It claims that electric power, water, and a supply of both skilled and unskilled labor is available at its site. In addition, most of the required raw materials can be obtained in India.

It is reported that large scale automotive body building in India is limited to four or five firms, one of which has a license with a British company.

To obtain further details, **write:** Nitin Engineering and Manufacturing Co. Private Ltd., Eastern Express Highway, Near Daruwala Baug, Panchpakhadi, Thana, India. WTD.

World Trade Opportunities pages 23-32

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

BELGIUM—Dried egg products. Roger Bouchier (importer, exporter, distributor), 30 Molenstraat, Ertvelde, Oost Vlaanderen. WTD 8/67.

202 Dairy products

GUYANA—Table butter, cheddar cheese. S. P. Musson, Son and Co. Ltd. (distributor, commission merchant), 2 North St., Lacytown, Georgetown. WTD 8/67.

203 Canning, preserving foods

GUYANA—Canned fruit, vegetables, sausages, bacon, ham. S. P. Musson, Son and Co. Ltd. (distributor, commission merchant), 2 North St., Lacytown, Georgetown. WTD 8/67.

204 Grain mill products

ENGLAND—Feedstuffs, feed additives for livestock, poultry including whole range of products for better nutrition and health of farm livestock. Agency and direct purchase. Cooper, McDougall and Robertson Ltd. (manufacturers, distributors), Ravens Lane, Berkhamsted, Hertfordshire. WTD 7/26/67.

Full-fat and de-fatted soya flour, spun soya fiber, soya alfa protein, degermed maize grits, whole grain maize, rice flour, wheat flour, wheat germ, vital dry wheat gluten, wheat semolina, cake flour, water soluble degradation products of proteins of gluten type in powder form from wheat, corn, soya. A. Garnham and Co. Ltd. (importers), 62 Crutched Friars, London, E.C.3. WTD 7/27/67.

FRANCE—Corn-curls. Gold & Black (importer, dealer), Boite Postale No. 21-94 Joinville-le-Pont. WTD 9/21/66.

MALAYSIA—Rice, approximately 100,000 tons; wheat approximately 10,000 tons. Associated Producers Co. (indent agent, distributor, exporter, importer), 28 Beach St., P.O. Box 811, Penang. WTD 7/67.

209 Food preparations

FRANCE—Linseed oil. Direct purchase and agency. Societe Commerciale Lambert Riviere (manufacturer), 16, rue de Miromesnil, Paris, 8e. WTD 10/21/66.

MALAYSIA—Soybean oil, beef tallow, mutton tallow, approximately 10,000 tons each. Associated Producers Co. (commission merchant, indent agent, importer, exporter), 28 Beach St., P.O. Box 811, Penang. WTD 7/67.

Cyprus calls for bids on radio network

Cyprus Telecommunication Authority has issued a tender for the supply, supervision of installation and handing over of a radio communications network linking the Authority's head office with sub-stations and district offices.

Bid deadline is Oct. 13th.

Bid should offer equipment that operates in the following frequency ranges: 68-74.8 mc/s, 75.2-87 mc/s and 406-430 mc/s. The network includes fixed, mobile and portable transmitting and receiving equipment.

Copies of tender announcement and specifications are available from the Cyprus Telecommunications Authority, 1 Museum St., P.O. Box 1929, Nicosia, Cyprus, or on a short-term basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230, (telephone: Code 202-967-4038).

Australia invites bids for supply of voice/data equalizers

Australia's Postmaster-General's Dept. has issued Tender No. C 5061 for the supply of variable group delay and attenuation equalizers for voice/data circuits during the three-year period July 1, 1967-June 30, 1970.

Bid deadline is 3 p.m. Sept. 26.

Bid should offer variable equalizer panels, variable equalizer units, variable equalizer terminating units, plug-in capacitor sets complete with handbooks and drawings.

Copies of tender announcement and specifications are available from the Deputy Assistant Director General (Supply), Postmaster-General's Dept., 3rd Floor, 380 Russell St., Melbourne, Victoria 3000, Australia, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230, (telephone: Code 202-967-4038).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Thailand plans major seaport construction

The Royal Thai Government National Economic Development Board has approved a project for the construction of a new major seaport at Puket, an island in the Indian Ocean off the coast of Pangna Province in the southern part of Thailand. The project will cost an estimated $6.8 million and will extend over a three-year period.

Bids will be invited in the near future, after approval by the Council of Ministers and a budget allotment are obtained. Meanwhile, interested U.S. firms may obtain more information from Senior Lt. Prathip Payomyong, Director General, Harbour and Marine Transport Dept., Talad Noi, New Road, Bangkok, Thailand.

221 Broad woven fabric mills, cotton

FRANCE—Cotton fabrics for manufacture of men's clothing. Societe Bartex (importer, manufacturer, wholesaler), 146, rue du Temple, Paris, 3e. WTD 3/67.

Cotton fabrics, linings. Direct purchase and agency. Societe Bloch & Sudre (importer, wholesaler), 8, rue du Mail, Paris, 2e. WTD 3/67.

Cotton fabrics for manufacture of men's clothing. Direct purchase and agency. Requests replies in French. Alliance Draperie (wholesaler), 21, rue Vivienne, Paris, 2e. WTD 3/67.

Cotton fabrics. Requests replies in French. Direct purchase and agency. Sarotex, S.A.R.L. (importer, wholesaler, agent), 11, rue de Tracy, Paris, 2eme. WTD 3/67.

Cotton fabrics, for manufacture of clothing; cotton upholstery fabrics. Direct purchase and agency. Societe Parisienne de Tissage et de Confection (importer, dealer, agent), 76, Avenue des Champs Elysees, Paris, 8e. WTD 3/67.

Fancy cotton fabrics; printed velvet. Requests replies in French. Direct purchase and agency. Philippine (manufacturer, dealer), 85 bis, rue Reaumur, Paris, 2e. WTD 3/67.

Cotton fabrics, for manufacture of ready-made clothes. Direct purchase and agency. Requests replies in French. Kaluszyner Pere & Fils (importer, wholesaler), 43, rue Beaubourg, Paris, 3e. WTD 3/67.

Printed cotton fabrics. Requests replies in French. Societe Timsit-Nouveautes (importer, wholesaler), 17, rue de Clery, Paris, 2e. WTD 3/67.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Synthetic, silk fabrics. Direct purchase and agency. Societe Bloch & Sudre (importer, wholesaler), 8, rue du Mail, Paris, 2e. WTD 3/67.

Dacron fabrics for manufacture of men's clothing. Requests replies in French. Direct purchase and agency. Alliance Draperie (wholesaler), 21, rue Vivienne, Paris, 2e. WTD 3/67.

Silk, synthetic fabrics, for manufacture of neckties. Societe Bartex (importer, manufacturer, wholesaler), 146, rue du Temple, Paris, 3eme. WTD 3/67.

Synthetic, upholstery fabrics. Direct purchase and agency. Societe Parisienne de Tissage et de Confection (importer, dealer, agent), 76, Avenue des Champs Elysees, Paris, 8eme. WTD 3/67.

Nylon, rayon, silk fabrics. Requests replies in French. Direct purchase and agency. Sarotex, S.A.R.L. (importer, wholesaler, agency), 11, rue de Tracy, Paris, 2eme. WTD 3/67.

Fancy fabrics, silks, synthetic, for manufacture of misses' dresses; printed velvet. Requests replies in French. Direct purchase and agency. Philippine (manufacturer, dealer), 85 bis, rue Reaumur, Paris, 2e. WTD 3/67.

Silk, synthetic fabrics, for manufacture of ready-to-wear clothes. Requests replies in French. Direct purchase and agency. Kaluszyner Pere & Fils (importer, wholesaler), 43, rue Beaubourg, Paris, 3e. WTD 3/67.

Silk, Dacron, other new synthetic fabrics. Requests replies in French. Direct purchase and agency. Etablissements L. Heilbronn Alkan et Heilbronn (importer, wholesaler), 9, rue de Clery, Paris, 2e. WTD 3/67.

Synthetic printed fabrics. Direct purchase and agency. Requests replies in French. Broudo & Cie (wholesaler), 85, Rue d'Aboukir, Paris, 2e. WTD 3/67.

Rayon fabrics; lame fabrics. Requests replies in French. Societe Timsit-Nouveautes (S.T.N.) (importer, wholesaler), 17, Rue de Clery, Paris, 2e. WTD 3/67.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

223 Broad woven fabric mills, wool

FRANCE—Wool fabrics. Direct purchase and agency. Requests replies in French. Broudo & Cie (wholesaler), 85, Rue d'Aboukir, Paris, 2e. WTD 3/67.

Printed woolen fabrics. Requests replies in French. Societe Timsit-Nouveautes (importer, wholesaler), 17, Rue de Clery, Paris, 2e. WTD 3/67.

Wool fabrics. Requests replies in French. Direct purchase and agency. Etablissements L. Heilbronn Alkan et Heilbronn (importer, wholesaler), 9, Rue de Clery, Paris, 2e. WTD 3/67.

Wool fabrics. Direct purchase and agency. Requests replies in French. Somotex (Societe Moderne de Textiles) (wholesaler), 77, Rue d'Aboukir, Paris, 2e. WTD 3/67.

Woolen fabrics, for manufacture of ready-to-wear clothes. Requests replies in French. Direct purchase and agency. Kaluszyner Pere & Fils (importer, wholesaler), 43, Rue Beaubourg, Paris, 3e. WTD 3/67.

Fancy woolen fabrics. Requests replies in French. Direct purchase and agency. Philippine (manufacturer, dealer), 85 bis, Rue Reaumur, Paris, 2e. WTD 3/67.

Wool fabrics. Requests replies in French. Direct purchase and agency. Sarotex, S.A.R.L. (importer, wholesaler, agent), 11, Rue de Tracy, Paris, 2eme. WTD 3/67.

Wool fabrics for manufacture of men's clothing. Direct purchase and agency. Requests replies in French. Alliance Draperie (wholesaler), 21, Rue Vivienne, Paris, 2e. WTD 3/67.

Wool fabrics for manufacture of neckties, men's suits, overcoats. Societe Bartex (importer, manufacturer, wholesaler), 146, Rue du Temple, Paris, 3e. WTD 3/67.

Wool fabrics. Direct purchase and agency. Societe Block & Sundre (importer, wholesaler), 8, Rue du Mail, Paris, 2e. WTD 3/67.

224 Narrow fabrics, other smallwares mills

FRANCE—Transmission and conveyor woven belting. Direct purchase and agency. La Courroie (manufacturer, importer, wholesaler, retailer), 90, Rue de la Folie Mericourt, Paris, 11e. WTD 7/67.

225 Knitting mills

FRANCE—Knitted underwear, nightwear for women. Direct purchase and agency. Requests replies in French. Societe d'Exploitation des Ets Jacquemin (manufacturer, dealer), 20, Rue du Sentier, Paris, 2e. WTD 3/67.

227 Floor covering mills

ENGLAND—Carpets, scatter rugs for indoor, outdoor use. Agency and direct purchase. Trans Flooring Co. Ltd. (sales agent), Shirley Farm, Ruislip, Middlesex. WTD 8/2/67.

228 Yarn, thread mills

DOMINICAN REPUBLIC—Cotton thread, cones, cotton knitting twist, combed. Manufacturas Textiles, C. por A. (importer, wholesaler, manufacturer), Calle Moca Nos. 133-135 —P.O. Box 109, Santo Domingo. WTD 10/66.

FRANCE—Cotton, man-made fiber, silk yarns. Direct purchase and agency. Societe Parisienne de Tissage et de Confection (importer, dealer, agent), 76, Avenue des Champs Elysees, Paris, 8e. WTD 3/67.

229 Textile goods

FRANCE—Nonwoven textile goods, such as fabrics suitable for manufacturing raincoats, other waterproof garments. Etablissements Geb (manufacturerer), 86—Iteuil, Vienne. WTD 5/21/67.

GUYANA—Cotton piece goods, women's dress materials such as rayon, cotton and knitted fabrics; men's suitings. S. P. Musson, Son and Co. Ltd. (distributor, commission merchant),

2 North St., Lacytown, Georgetown. WTD 8/67.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's sport coats, jackets; men's, boys' suits, coats, overcoats. Requests replies in French. Direct purchase and agency. Societe des Anciens Ets. Salomon Bir & Cie (manufacturer, importer, wholesaler), 312, Rue Saint-Martin, 75 Paris, 3e. WTD 3/67.

Men's, boys' light clothes, suits, coats. Requests replies in French. Direct purchase and agency. Etablissements Henri Rymarz (manufacturer, dealer), 116, Rue du Faubourg Saint Martin, Paris, 10eme. WTD 3/67.

232 Men's, youths', boys' furnishings

FRANCE—Men's, boys' separate trousers, sport trousers, athletic shorts. Requests replies in French. Direct purchase and agency. Societe des Anciens Ets Salomon Bir & Cie (manufacturer, importer, wholesaler), 312, Rue Saint Martin, Paris, 3eme. WTD 3/67.

Men's, boys' light trousers. Requests replies in French. Direct purchase and agency. Etablissements Henri Rymarz (manufacturer, dealer), 116, Rue du Faubourg Saint Martin, Paris (10). WTD 3/67.

233 Women's, misses', juniors' outerwear

AUSTRIA—Summer dresses and suits of linen, cotton, rayon, pique, shantung, embroidered cotton, rough crepe printed and embroidered, printed gabardine. Direct purchase and agency. Maddalena Damenbekleidung (manufacturer, importer, manufacturers' agent), A. Uzel & Sohn, OHG, Lugeck 7/2/1, A-1010 Vienna. WTD 12/66.

FRANCE—Dresses; work clothing for women. Requests replies in French. Direct purchase and agency. Anciens Etablissements L.A. Mitrani (manufacturer, dealer), 65, Rue Sedaine, Paris, 2e. WTD 3/67.

Women's, misses' dresses; women's, misses' suits, coats. Request replies in French. Etablissements Heko (manufacturer, dealer), 122, Rue Reaumur, Paris, 2e. WTD 3/67.

234 Women's, misses', children's, infants undergarments

FRANCE—Women's, misses', children's, infants' underwear, nightwear to be sold by mail order. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

Women's underwear. Direct purchase and agency. Requests replies in French. Societe d'Exploitation des Ets Jacquemin (manufacturer, dealer), 20, Rue du Sentier, Paris, 2e. WTD 3/67.

235 Hats, caps, millinery

FRANCE—Men's, boys' hats, caps. Requests replies in French. Direct purchase and agency. Jacques Segal et ses Fils (manufacturer, dealer), 13, Rue Villehardouin, Paris, 3e. WTD 3/67.

238 Apparel, accessories

FRANCE—Men's raincoats. Requests replies in French. Direct purchase and agency. Societe des Anc. Ets Salomon Bir & Cie (manufacturer, importer, wholesaler), 312, Rue St Martin, Paris, 3e. WTD 3/67.

Women's robes, dressing gowns. Direct purchase and agency. Requests replies in French. Societe d'Exploitation des Ets Jacquemin (manufacturer, dealer), 20, Rue du Sentier, Paris, 2e. WTD 3/67.

249 Wood products

FRANCE—Boot and shoe trees, stretchers, related articles for all types of men's, women's footwear. Agency and direct purchase. Mariotte & Cie. (Etablissements H.) (manufacturer, wholesaler), Usine du Couderc; 87—Chaillac, Haute-Vienne. WTD 8/67.

251 Household furniture

GUYANA—Cots, especially surplus army cots. S. P. Musson, Son and Co. Ltd. (distributor, commission merchant), 2 North St., Lacytown, Georgetown. WTD 8/67.

261 Paper mills, products

BELGIUM—Special boards for manufacturing playing cards. N.V. Van Genechten, Ets Antoine (manufacturer, importer, exporter), 46 de Merodelaan, Turnhout. WTD 8/67.

262 Paper mills

FRANCE—Offset paper; drawing paper. Sodemaco, S.A. (Societe d'Encouragement au Marche Commun) (importer, wholesaler, agent), 14, Rue du Bourg-Tibourg, 75 Paris, 4eme. WTD 3/67.

264 Converted paper, paperboard products

BELGIUM—Basic papers for converting into coated paper. Copa n.v. (importer, manufacturer), 14 Korte Vianenstraat, Turnhout. WTD 8/67.

FRANCE—Colored and striped paper tubes; fancy and printed paper for decoration of window display. Requests replies in French. Poudres Industrielles du Nord (manufacturer, dealer), 280, Rue Jules Guesde, 59 Hem. WTD 1/67.

265 Paperboard containers, boxes

FRANCE—Advertising boxes; display cartons. Requests replies in French. Poudres Industrielles du Nord (manufacturer, dealer), 280, Rue Jules Guesde, 59 Hem. WTD 1/67.

266 Building paper, building board mills

ENGLAND—Building board, decorative sheet materials, allied products. Agency and direct purchase. Nevill Long and Co. (Boards) Ltd. (importers, wholesalers, sales agents), North Hyde Wharf, Southall, Middlesex. WTD 8/1/67.

281 Industrial chemicals

● **CEYLON**—Supply of tear gas, 2,000 each shells, 2,000 each hand grenades. Tender No. PB 18/67, bid deadline, Sept. 25. Superintendent of Police, Depot Police Office, P.O. Box 571, Colombo 5. Tender documents available from the Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

FRANCE—Nacreous pigments. Societe de Decoupage de Nacre (manufacturer, dealer), 16 Rue du Docteur Gey, 60 Meru. WTD 3/67.

Coloring products for textile industry. Requests replies in French. Societe Troyenne de Teinture (manufacturer, dealer), 13, Rue Largentier, 10 Troyes. WTD 3/67.

Special organic pigments; temperature, light resisting. Societe de Produits Chimiques et Matieres Colorantes de Mulhouse (manufacturer, dealer), 21 Rue Henri Rochefort, Paris, 17e. WTD 3/67.

281 Industrial chemicals

FRANCE—Natural and synthetic colors and pigments; titanium dioxide. Direct purchase and agency. Societe Commerciale Lambert Riviere (manufacturer), 16, Rue de Miromesnil, Paris, 8e. WTD 10/21/66.

282 Synthetic materials

AUSTRIA—Sheets of melamine, phenolic, polyester, and epoxy resins, including laminates, for use in production of ski, similar sporting equipment. Lipschitz & Co., Ges.-m.b.H. (importer, wholesaler, manufacturers' representative), Biberstrasse 22, A-1010 Vienna WTD 4/67.

FRANCE—Thermoplastics; additives for plastics. Transcoplastic (converters), Boite postals 9-10 Aix-en-Othe. WTD 11/10/66.

Man-made cellulose fibers. Direct purchase and agency. Societe Parisienne de Tissage et de Confection (importer, dealer, agent), 76, Avenue des Champs Elysees, Paris, 8e. WTD 3/67.

MOROCCO—Polyvinyl chloride (PVC), polyethylene, granulated or powered, other basic plastic raw materials; all kinds of synthetic fibers, resins. Direct purchase and agency. Quotations c.i.f. Casablanca. Compagnie de produits Chimiques et Metallurgiques du Maroc (importer), Boulevard Ouk at Badi, Casablanca. WTD 8/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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283 Drugs

FRANCE—Organic and inorganic medicinal chemicals: bulk, uncompounded; bulk botanical drugs, herbs for use by pharmaceutical industry. Direct purchase and agency. Request replies in French. Societe Chimidrog (importer, wholesaler), 14, Rue de Birague, Paris, 4e. WTD 4/25/66.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

ENGLAND—Diphacinone type rodenticide. Agrico Sales (wholesalers), Church St., Blackmore, Near Ingatestone, Essex. 7/25/67.

FRANCE—Ink eradicators. Sodemaco, S.A., (Societe d'Encouragement au Marche Column) (importer, wholesaler, agent), 14, Rue du Bourg-Tibourg, 75 Paris, 4eme. WTD. 3/67.

Perfumes; natural and synthetic to be sold by mail order. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

Cosmetics, beauty lotions and oils, face creams, skin-cleansing preparations; shampoos, shaving creams, other products for sale to beauty parlors, related establishments. Direct purchase and agency. Party Freres (Etablissements) (dealer, manufacturer), Rue de Bethencourt; 17- La Rochelle-Pallice, Charente-Maritime. WTD 8/67.

285 Paints, varnishes, lacquers, enamels

FRANCE—Special paints, varnishes for road marking signs. Direct purchase and agency. Requests replies in French. Etablissements Kiffer & Hamaide (manufacturer, dealer), 92, Avenue Victor-Hugo, 93 Aubervilliers. WTD 2/67.

286 Gum, wood chemicals

FRANCE—Natural dyestuffs. Direct purchase and agency. Societe de Produits Chimiques et Matieres Colorantes de Mulhouse (dealer, manufacturer), 21, Rue Henri Rochefort, Paris, 17e. WTD 3/67.

287 Agricultural chemicals

KOREA—Insecticidal and fungicidal preparations primarily for agricultural use, other agricultural chemicals. Direct purchase and agency. Benjamin Chemical Corp. (sales agent, importer), Central P.O. Box 193, Seoul. WTD 8/67.

289 Chemical products

FRANCE—Ink and writing fluids; duplicating ink, stamp-pad ink. Sodemaco, S.A. (Societe d'Encouragement au Marche Commun) (importer, wholesaler, agent), 14, Rue du Bourg-Tibourg, 75 Paris (4eme). WTD 3/67.

291 Petroleum refining

● **BURMA**—Lubricating oils and greases, requirements for 1967/68. Tender No. PAYALA/YAUNG/SAHSA/4, bid deadline, Aug. 31. Marketing Manager, People's Oil Industry, P.O. Box 1049, 622 Merchant St., Rangoon, Burma.★ (Telephone: 202: WOrth 7-2355).

306 Fabricated rubber products

FRANCE—Rubber elevator belts; rubber conveyor and transmission belting. Direct purchase and agency. La Courroie (manufacturer, importer, wholesaler, retailer), 90, Rue de la Folie Mericourt, Paris, 11e. WTD 7/67.

307 Plastic products

FRANCE—Plastic laminated signs; molded plastics for window displays. Requests replies in French. Poudres Industrielles du Nord (manufacturer, dealer), 280, Rue Jules Guesde, 59 Hem. WTD 1/67.

Plastic transmission belting. Direct purchase and agency. La Courroie (manufacturer, importer, wholesaler, retailer), 90, Rue de la Folie Mericourt, Paris, 11e. WTD 7/67.

312 Industrial leather belting, packing

FRANCE—Industrial leather belting. Direct purchase and agency. La Courroie (manufacturer, importer, wholesaler, retailer), 90, Rue de la Folie Mericourt, Paris, 11e. WTD 7/67.

314 Footwear, except rubber

BELGIUM—Ladies shoes, house slippers. Modern M. Serrien p.v.b.a. Schoenfabriek (importer, distributor, exporter), 45 Antwerpsestraat, Niel. WTD 8/67.

317 Handbags, personal leather goods

ENGLAND—Ladies handbags in leather, plastic or textile material. Peter Leigh Ltd. (importers), Moray House, 23/31 Great Titchfield St., London, W.1. WTD 7/27/67.

FRANCE—Small leather articles; jewelry cases, key cases, coin purses to be sold by mail order. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

322 Glass, glassware

FRANCE—Glass inkwells, clip cups. Sodemaco S.A. (Societe d'Encouragement au Marche Commun), (importer, wholesaler, agent), 14, Rue du Bourg-Tibourg, 75 Paris, 4eme. WTD 3/67.

Glass tableware to be sold by mail order. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

GUYANA—Glassware such as glasses of all description. S. P. Musson, Son and Co. Ltd. (distributor, commission merchant), 2 North St., Lacytown, Georgetown. WTD 8/67.

326 Pottery, related products

FRANCE—Semivitreous and vitreous china household tableware to be sold by mail order. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Refractory brick. Direct purchase and agency. Francomer (France Belgique d'Outremer) (manufacturer, dealer, inporter, agent), 24, Rue de Moscou, Paris, 8e. WTD 3/67.

331 Steel mill products

FRANCE—Office staples. Sodemaco, S.A. (Societe d'Encouragement au Marche Commun) (importer, wholesaler, agent), 14, Rue du Bourg-Tibourg, 75 Paris, 4eme. WTD 3/67.

Ferroalloys. Direct purchase and agency. Francomer (France Belgique d'Outremer) (manufacturer, importer, dealer, agent), 24, Rue de Moscou, Paris, 8e. WTD 3/67.

GERMANY—Pierced steel plankings, new and second hand, for emergency roads, parking lots, open-air storage areas. E. F. Hirsch GmbH (importer, exporter, wholesaler), 7570 Baden-Baden, Vincentistrasse 21-23. WTD 10/14/66.

ITALY—Magnetic steel sheets; cold rolled stainless steel sheets. Inac—S.p.A. (manufacturer), Via S. Ambrogio 73, Lecco (Como). WTD 6/67.

335 Rolling, drawing, extruding of nonferrous metals

● **BRAZIL**—Companhia Internacional de Engenharia E Construcoes invites bids for 16.4 metric tons of copper conductor, bare, No. 2, AWG, 3 strands, medium hard drawn; and 42.7 metric tons of copper conductor, bare, No. 6 AWG, solid, medium hard-drawn. Closing date is Sept. 12. Tender forms can be obtained only from Coordenador de Compras. The Copper Division, BDSA 638, U.S. Department of Commerce, Washington, D.C. 20230, telephone WOrth 7-4717, has one copy of the tender specifications which can be reviewed in Room 4806, Main Commerce Building.

● **CYPRUS**—The Electricity Authority of Cyprus invites bids for a supply of underground cables comprising various sizes of 11,000 volts, totaling 12,550 yd.; various sizes of 1,100 volts, totaling 14,500 yd. Cables must be of copper conductors, paper insulated, lead covered, double steel tape armoured and served. Tender documents may be obtained from the General Manager & Chief Engineer, Electricity Authority of Cyprus, P.O. Box 1466, Nicosia, Cyprus, on receipt of £5 ($13.97) for a set of four documents. Closing date Sept. 25.

● **KENYA**—The Administration agent invites bids for a supply of underground telephone cable. All information for the bids can be obtained from The Crown Agents for Overseas Governments and Administration, 4 Millbank, London, S.W. 1, England. Closing date will be announced. Tender No. DF 4250/7 dated July 14.

● **PAKISTAN**—The Pakistan Telegraph and Telephone Department invites bids for 400,000 lb. of 40 lb. per mile copper cadmium wire and 250,000 lb. of 242 lb. per mile of copper weld wire. Closing date is Sept. 20. Tender documents may be obtained from Mr. F. Rizwi, Purchase Co.—Ordinating Officer, Block No. 48/A, T.&T. Directorate General, Shara-e-Iraq, Karachi, Pakistan. Interested firms located in the United States may review the only copy of the tender in room 4806, U.S. Dept. of Commerce, Main Commerce Building, Washington, D.C.

● **SPAIN**—The Government Railway Co. invites bids for a supply of naked copper conductors for railroad electrification. Closing date is Sept. 14. For further information contact Sr. Director General de la RENFE, Direccion General de E. Studios y Planificacion, Princesa 1, Madrid 8, Spain. Tender No. 26. All correspondence preferred in Spanish.

342 Cutlery, hand tools, general hardware

FRANCE—Small hand tools and hardware, such as screen hardware, saddlery hardware, screen-door hardware, trunk hardware, luggage hardware, furniture hardware. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

GUYANA—Tools of all description, especially builders and household tools; general hardware. S. P. Musson, Son and Co. Ltd. (distributor, commission merchant), 2 North St., Lacytown, Georgetown. WTD 8/67.

NETHERLANDS—Aircraft hardware, bolts, nuts, for Piper, Cessna, DC-3, DC-4, DC-6, Convair aircraft, labeled with certificate proving American standards are met. Direct purchase and agency. Mastboom Vliegbedrijf N.V. (importer, exporter, agent, retailer), Rotterdam Airport, P.O. Box 990, Rotterdam. WTD 7/67.

348 Fabricated wire products

FRANCE—Paper clamps, fasteners. Sodemaco, S.A. (Societe d'Encouragement au Marche Commun) (importer, wholesaler, agent), 14, Rue du Bourg-Tibourg, 75, Paris, 4eme. WTD 3/67.

Office paper clips. Sodemaco, S.A. (Societe d'Encouragement au Marche Commun) (importer, wholesaler, agent), 14, Rue du Bourg-Tibourg, 75, Paris, 4eme. WTD 3/67.

349 Fabricated metal products

NEW ZEALAND—Aluminum fasteners, rivets, like articles used by builders, automotive body builders, other industrial end users. Managing Director, The Group Aluminium Company Ltd. (wholesaler), P.O. Box 22-124, Otahuhu, Auckland. WTD 7/66.

353 Construction, mining, materials handling machinery, equipment

BELGIUM—Dredging equipment. Algemen Baggermaatschappij, S.G.D. (general contractors), 3 van Schoonbekestraat, Antwerp. WTD 8/67.

● **BURMA**—18 concrete mixers, 10/7 cu. ft.; 30 concrete mixers, 7/5 cu. ft.; 40 engine driven vibrators; 4 grouting machines. Tender No. E 27-(T)PWC/67-68. Bid deadline Oct. 2. The Revolutionary Government of the Union of Burma, Public Works Corp., No. 60, Shwedagon Pagoda Road, Rangoon.★ (Telephone: 202-WO 7-5566).

● Two 3,000 lb. diesel powered fork lift trucks. Tender No. E26(T)PWC/67-68, bid deadline Oct. 2. Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Road, Rangoon, Burma.★ (Telephone: 202-WO 7-5585).

FRANCE—Public works equipment such as cranes, crawler tractors, rollers, tractor shovels, hydraulic backhoes, utility cranes. Manubat (importer), 61, Rue Lauriston, Paris, 16. WTD in preparation.

Conveyor belts; conveyors and conveying equipment. Direct purchase and agency. La Courroie (manufacturer, importer, wholesaler, retailer), 90, Rue de la Folie Mericourt, Paris, 11e. WTD 7/67.

KOREA—All types of construction and mining equipment such as tractors, cranes, hoists, bulldozers. Direct purchase and agency. Neungsoo Commercial Co. (sales agent), I.P.O. Box 1140 Seoul. WTD 8/67.

354 Metalworking machinery

FRANCE—Steelworks machinery. Direct purchase and agency. Francomer (France Belgique d'Outremer) (manufacturer, importer, dealer, agent), 24, Rue de Moscou, Paris, 8e. WTD 3/67.

355 Special industry machinery

FRANCE—Machinery for synthetic fiber treatment. Requests replies in French. Societe Troyenne de Teinture (manufacturer, dealer), 13, Rue Largentier, 10 Troyes 3/67.

Paint making machinery. Societe de Produits Chimiques et Matieres Colorantes de Mulhouse (dealer, manufacturer), 21, Rue Henri Rochefort, Paris, 17e. WTD 3/67.

Equipment for extruding corn-curls and pop-corns. Gold & Black (importer, dealer), Boite Postale No. 21-94 Joinville-le-Pont. WTD 9/21/66.

HONG KONG—Complete, large-scale water distillation plant, to produce distilled water from city supply for restaurant and hotel use in commercial quantities. Faithful Trading Co., Ltd. (importer, distributor, retailer, exporter), P.O. Box 2480, Hong Kong. Cable: SZEHONFAI HONGKONG. WTD 5/12/67.

JAPAN—Metal edge fastener and machinery therefor to make corrugated or cardboard boxes. Direct purchase and agency. Sanyei Corp. (importer, exporter), Import Section, 2-7 Kotobuki 4-chome, Taito-ku, Tokyo. WTD 12/8/66.

Heavy duty paper sack making and filling machine for cement or fertilizer which provides an air-tight seal employing a sealant (heat-seal, mastic, etc.) instead of the conventional stitching method. Direct purchase and agency. Mitsui & Co., Ltd. (importer, exporter, distributor), Ceramics and Building Materials Machinery Section, 2-9 Nishi Shimbashi 1-chome, Minato-ku, Tokyo. Attn.: Mr. Y. Shimoseko. WTD 3/67.

PAKISTAN—Vegetable ghee (vegetable oil) mills of 30-ton capacity. Listing of machinery, laboratory equipment needed available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Fazal Vegetable Ghee Mills Ltd. (Proposed) (manufacturer), c/o Sh. Fazal Rehman & Sons Ltd., Industrial Area, Multan. WTD 6/22/66.

Machinery for can making plant. Details of machinery available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Fazal Vegetable Ghee Mills Ltd. (Proposed) (manufacturer), c/o Sh. Fazal Rehman & Sons Ltd., Industrial Area, Multan. WTD 6/22/66.

SURINAM—Paper converting machines, waxing machines, handle applying machines, roll printers, for production of paper cups, paper plates, paper spoons and forks. As initial production will be of limited volume, firm is interested in semi-automatic rather than fully automatic machinery. R & G Trading Co. (manufacturer), Prinsessestraat 283—P.O. Box 2208, Paramaribo. WTD 8/4/67.

356 General industrial machinery

FRANCE—Speed changers, power transmission equipment. Direct purchase and agency. La Courroie (manufacturer, importer, wholesaler, retailer), 90, Rue de la Folie Mericourt, Paris, 11e. WTD 7/67.

357 Office, computing, accounting machines

FRANCE—Stapling machines, office type; pencil sharpeners. Sodemaco, S.A. (Societe d'Encouragement au Marche Commun) (importer, wholesaler, agent), 14, Rue du Bourg-Tibourg, 75 Paris, 4eme. WTD 3/67.

358 Service industry machines

ENGLAND—Floor maintenance machines, mopping systems, related items. Agency and direct purchase. The Hygienic Chemical Co. Ltd. (chemical manufacturer), Lockwood House, 450 East India Dock Road, London, E.14. WTD 7/28/67.

FRANCE—Cryogenic measuring equipment. La Cryotechnique (manufacturer, importer, agent), 18/22, Rue d'Arras, 92 Nanterre. WTD 3/67.

PORTUGAL—Air conditioning units for commercial, industrial, domestic use. Direct purchase and agency. Helicon Lda.-Empreendimentos Comerciais e Industriais (importer), 309-3°. Rua de Goncalo Cristovao Porto. WTD 8/9/67.

361 Electric transmission, distribution equipment

● **AUSTRALIA**—Design, manufacture, test at manufacturer's works, supply and deliver to the site of Lower Tumut Switching Station and maintenance for 12 months of three phase, 330 KV, 2000 amp., circuit breakers rated at 20,000 MVA, isolators, earthing switches, insulator stacks and current transformers. Tender No. E. 538, bid deadline Nov. 1. Tender documents available from Comptroller of Stores, Snowy Mountains, Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, New South Wales for $4.48 a copy. Copy of specifications available for review only, not for loan, in the Power & Electrical Equipment Division, Room 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

● **THAILAND**—Supply 47 sets of air break switches, outdoor, 69 KV, 3 phase, 400 amp., continuous current, single throw, and spare parts for use on substations of Metropolitan Electricity Authority in Bangkok. Tender MEA-PSD-090, bid deadline, Sept. 14. Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok.★ (Telephone 202-WO 7-4241).

362 Electrical industrial apparatus

● **BURMA**—Supply 500 kilowatt diesel generator sets (quantity not stated). Tender No. 116(T) MCY-ESB/66-67, bid deadline Oct. 20. Correspondence preferred in English. The Controller of Stores, Electricity Supply Board, Ahlone/Strand Road, Rangoon. Copies of specifications and tender available from the American Embassy, Rangoon, for $11 per set (certified check) payable to the American Embassy, Rangoon.

FRANCE—Graphite electrodes. Direct purchase and agency. Francomer (France Belgique d'Outremer) (manufacturer, importer, dealer, agent), 24, Rue de Moscou, Paris, 8e. WTD 3/67.

363 Household appliances

ENGLAND—Coffee brewer working on gravity drip principle using disposable paper filter, boiler capacity 8 to 9 pints; must be suitable for 230 volt, single-phase, three-wire supply, maximum loading not to exceed 13 amps. The Coffee Machine Co. Gaggia (London) Ltd. (exporters, importers, wholesalers), 18 Old Compton St., London, W.1. WTD 7/27/67.

FRANCE—Stitching machinery to be used for manufacture of ready-made clothing. Fabrique de Confection de l'Hermitage (manufacturer, dealer), Ets P. Mausner, 204, Rue Saint Martin, Paris, 3e WTD 3/67.

365 Radio, television receiving sets

FRANCE—High-fidelity transistorized amplifiers. Cocelam (Compagnie Centrale d'Electronique et d'Appareils de Mesure) (manufacturer, importer, dealer 13-17, Rue Perier, Montrouge, Hts de Seine 92 WTD 11/66.

Radio, television receiving sets. Direct purchase and agency. Representation Industrielle & Commerciale (R.I.C.) (importer, wholesaler), 9, Rue Mathurin-Regnier, Paris, 15e. WTD 2/67.

High-fidelity sets; amplifiers. Serper Electronic (importer, wholesaler, agent), 102, Rue La Boetie, Paris, 8e. WTD 2/17/66.

366 Communication equipment

ENGLAND—Aircraft electrical, electronic equipment. Agency and direct purchase. Eastern Aero Electrical Services Ltd. (exporters, wholesalers, sales agents), Building 44, London (Heathrow) Airport, North, Hounslow, Middlesex. WTD 8/7/67.

Security alarm equipment, systems. Agency and direct purchase. Mono Security Alarms Ltd. (manufacturers, importers, wholesalers), 169 Walton Breck Road, Liverpool 4. WTD 8/7/67.

● **INDIA**—Supply of communications carrier equipment. Tender No. J-2198, bid deadline Sept. 11. The Tata Power Co., Ltd., Bombay House, Bruce St., Fort, Bombay 1.★ (Telephone: 202-WO 7-4823).

● **MALAYSIA**—Supply of 45,000 telephone instruments required between Jan. 1, 1968 and Dec. 31, 1970. Reference No. (1) dlm PTN

(L) 6190. CB. The Director General of Telecommunications, Telecommunications Headquarters, Jalan Bukit Nanas, Kuala Lumpur.★ (Telephone: 202-WO 7-4823).

PORTUGAL—Communications apparatus for industrial paging hookups; radio communication equipment for installation in vehicles. Direct purchase and agency. Helicon Lda.-Empreendimentos Comerciais e Industriatis (importer), 309-3°- Rua de Goncalo Cristovao, Oporto. WTD 8/9/67.

367 Electronic components, accessories

AUSTRIA—Component parts for color TV, both SECAM and PAL systems. Lipschitz & Co., Ges.m.b.H. (importer, wholesaler, manufacturers' representative), Biberstrasse 22, A-1010 Vienna. WTD 4/67.

ENGLAND—Electronic components for industry; electronic instruments. Farnell Instruments Ltd. (manufacturers, wholesalers), Sandbeck Way, Wetherby, Yorkshire. WTD 8/9/67.

Electronic components, transducers, signal conditioning equipment. Agency and direct purchase. Graham and White Ltd. (sales agent), 82 London Road, St. Albans, Hertfordshire. WTD 7/28/67.

Miniature thermistors, under 1/10" diameter, with platinum leads; resistance at room temperature of the order of one megohm decreasing to 100 ohm at the temperature of 300°C. Agency and direct purchase. Electrical Remote Control Co. Ltd. (manufacturer), P.O. Box No. 10, Bush Fair, Harlow, Essex. WTD 8/8/67.

Components suitable for electrical and electronic manufacturing market, primarily alarm annunciators. Direct purchase and agency. Jones and McMillam Ltd. (sales agents), Imperial Chambers, 62 Dale St., Liverpool 2. WTD 7/31/67.

SWITZERLAND — Electronic components, semiconductors, measuring and testing apparatus for electronic industry, in particular for printed and integrated circuits. Sacel (manufacturer, distributor), 11 Rue Maunoir, 1207 Geneva. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

COLOMBIA—Automotive parts, accessories including carburetors, fuel system, rings, ball and roller bearings, general spare parts. Requests price quotations c.i.f. Barranquilla. Alberto Bendek (importer, wholesaler), Apartado Aereo (Air Mail P.O. Box) 1659, Barranquilla. WTD 7/67.

Motor vehicle parts, accessories; truck parts, accessories. Requests price quotations c.i.f. Barranquilla. Almacen "El Bocin" (importer, wholesaler, retailer), Herman Mejia R., Carrera 38, No. 37-02, Barranquilla. WTD 3/67.

372 Aircraft, parts

NETHERLANDS—Complete airplanes; aircraft engine parts and accessories for Piper, Cessna, DC-3, DC-4, DC-6, Convair types. Products must be labeled with certificate proving they meet American standards. Direct purchase and agency. Mastboom Vliegbedrijf N.V. (importer, exporter, agent, retailer), Rotterdam Airport, P.O. Box 990, Rotterdam. WTD 7/67.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—One only portable, battery operated multipoint temperature recorder, complete, with following recorder probes: two only for rectal temperatures, small animals; temperature range: —110 to 212° F (—80 to 100°C); time const. 3.2 secs.; two only for skin temperatures; temperature range: —110 to 212°F (—80 to 100°C); time const. 1.7 secs.; eight only for body temperatures, larger animals: temperature range: —100 to 212°F (—80 to 100°C); time const. 7 secs. Temperature recorder should be of approximately following specifications: minimum of 12 channels (approx. 24 preferred); recorder able to record continuously for several days (minimum) at one time; portable, battery operated, light enough to carry into field; read-out from all thermistors in terms of temperature rather than electrical terms; temperature range 0°C -50°C or greater. Airmailed quotations, descriptive literature appreciated. The University of New England, Attn: Mr. B. Joice, Purchasing Officer, Armidale, N.S.W. 2350. WTD 7/67.

384 Surgical, medical, dental instruments, supplies

FRANCE—Apparatus, instruments, accessories for surgical, medical, and hospital use; orthopedic appliances and supplies; equipment for kinesitherapy, to be sold to trade, individuals. Direct purchase and agency. Entreprise Commerciale Inter-France (E.C.I.F.) (importer, wholesaler), 21, Boulevard Raimbaldi, 06 Nice. WTD 3/22/66.

386 Photographic equipment

ENGLAND—Sensitized photographic stabilization papers and films; processing equipment and ancillary darkroom apparatus; particularly interested in any materials, chemicals and/or apparatus which would bring automation to the darkroom. Agency and direct purchase. John Blishen and Co. Ltd. (importers, distributors), 75 Kilburn Lane, London, W.10. WTD 1/27/67.

394 Toys, amusement, sporting, athletic goods

ENGLAND—Archery equipment of all kinds. F. C. Sondhi and Co. Ltd. (importer), 49 Weston St., London, S.E.1. WTD 8/1/67.

395 Pens, pencils, office, artists' materials

FRANCE—Drawing inks; drawing tables, boards; pencils, fountain, stylographic, ball points. Sodemaco S.A. (Societe d'Encouragement au Marche Commun) (importer, wholesaler, agent), 14, Rue du Bourg-Tibourg, 75 Paris, 4eme. WTD 3/67.

GUYANA—Pens, letteropeners, for advertising purposes, as well as all types of novelties. S. P. Musson, Son and Co. Ltd. (distributor, commission merchant), 2 North St., Lacytown, Georgetown. WTD 8/67.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Costume jewelry, novelties, ornaments to be sold by mail order. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

Artificial flowers for window displays. Requests replies in French. Poudres Industrielles du Nord (manufacturer, dealer), 280 Rue Jules Guesde, 59 Hem. WTD 1/67.

399 Manufacturing industries

FRANCE—Advertising novelties, gadgets. Direct purchase and agency. Representation Industrielle & Commerciale (R.I.C.) (importer, wholesaler), 9, Rue Mathurin-Regnier, Paris, 15e. WTD 2/67.

Beautician's supplies, equipment to be sold to trade, individuals. Direct purchase and agency. Entreprise Commerciale Inter-France (E.C.I.F.) (importer, wholesaler), 21, Boulevard Raimbaldi, 06 Nice. WTD 3/22/66.

NETHERLANDS—Barber and beauty shop equipment, supplies. Direct purchase and agency. Houtkoop's Handelsonderneming (importer, sales agent), 239 O.Z. Voorburgwal, Amsterdam. WTD 6/2/67.

NETHERLANDS ANTILLES—Bingo, other coin operated amusement machines. Kooijman's Agencies Inc. (general importer), 42 Architectenweg, Curacao. WTD 7/22/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Nicaragua invites bids on thermal electric plant

The Government of Nicaragua is inviting bids for the construction of a 40 MW thermal electric plant for Managua.

Bid documents are available from Sanderson and Porter, 25 Broadway, New York, N.Y.

Bid deadline is Sept. 28.

The sum of money involved in this project will be approximately $8 million.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated August 1967.

Automotive Vehicles and Equipment—Importers and Dealers—Nicaragua.
Boat and Ship Builders, Repairers and Chandlers—Pakistan.
Feedstuffs—Importers, Dealers and Manufacturers—Spain.
Fertilizers—Importers, Dealers, Manufacturers and Exporters—Costa Rica.
Hardware—Importers and Dealers—Iran.
Sporting Goods, Toys and Games—Importers and Dealers—Norway.
Sporting Goods, Toys and Games—Importers and Dealers—Panama.
Textile Industry—Argentina.
Textile Industry—Morocco.
Textile Industry—Pakistan.
Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Federal Republic of Germany and West Berlin.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy products

SPAIN—Dairy products, in general. Jorge Bela (agent), Miguel Angel 18, Madrid 10. WTD 8/67.

203 Canning, preserving foods

FRANCE—All types of frozen fruits, vegetables, meats, fish. Ste d'Importation Representations Commissions (importer, exporter), Courtages Internationaux—Soric, 5 & 7, rue Saint-Augustin, Paris, 2. WTD 7/67.

ITALY—Jellies, jams. Dolce Imports (distributor), Via Amoretti 73/a, 20157 Milano. WTD 6/67.

207 Confectionery

ITALY—Chewing gum, candies. Dolce Import (distributor), Via Amoretti 73/a, 20157 Milano. WTD 6/67.

208 Beverage industries

FRANCE—Synthetic colors for food industry. Ste d'Importation Representations Commissions (importer, exporter), Courtages Internationaux—Soric, 5 & 7, rue Saint-Augustin, Paris, 2. WTD 7/67.

209 Food preparations

SPAIN—Edible oils. Jorge Bela (agency), Miguel Angel 18, Madrid 10. WTD 7/67.

221 Broad woven fabric mills, cotton

FRANCE—Sheets and sheetings; cotton fabrics for summer clothing; table covers; towels, toweling; table damask. Requests replies in French. Thieffry Freres & Cie (importer, wholesaler, agent), 1, rue Lamartine, 59 Lille. WTD 3/67.

229 Textile goods

FRANCE—Lace table covers. Requests replies in French. Thieffry Freres & Cie (importer, wholesaler, agent), 1, rue Lamartine, 59 Lille. WTD 3/67.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Ready-made men's, boys' suits, coats, overcoats. Requests replies in French. Alliance Draperie (wholesaler), 21, rue Vivienne, Paris, 2e. WTD 3/67.

Men's sport coats, jackets. Fabrique de Confection de l'Hermitage (manufacturer, dealer), Ets P. Mausner, 204, rue St Martin, Paris, 3e. WTD 3/67.

232 Men's, youths', boys' furnishings

FRANCE—Men's, boys' work shirts, clothing. Fabrique de Confection de l'Hermitage (manufacturer, dealer), Ets P. Mausner, 204, rue St Martin, Paris, 3e. WTD 3/67.

Separate trousers. Lee Cooper (manufacturer, dealer), 104, rue Reaumur, Paris, 2e. WTD 3/67.

Ready-made men's, boys' shirts; separate trousers. Requests replies in French. Alliance Draperie (wholesaler), 21, rue Vivienne, Paris, 2e. WTD 3/67.

233 Women's, misses', juniors' outerwear

FRANCE—Women's, misses' skirts. Requests replies in French. Creation Paul Weill (manufacturer, dealer), 45, rue du Sentier, Paris, 2e. WTD 3/67.

Suits, blouses, skirts. Lee Cooper (manufacturer, dealer), 104, rue Reaumur, Paris, 2e. WTD 3/67.

Women's sport suits, coats, jackets. Fabrique de Confection de l'Hermitage (manufacturer, dealer), Ets P. Mausner, 204, rue St. Martin, Paris, 3e. WTD 3/67.

Ready-made dresses and/or coats. Requests replies in French. Etablissements Heko (manufacturer, dealer), 122, rue Reaumur, Paris, 2e. WTD 3/67.

239 Fabricated textile products

FRANCE—Table cloths, napkins, nonwoven textile. Requests replies in French. Thieffry Freres & Cie (importer, wholesaler, agent), 1, rue Lamartine, 59 Lille. WTD 3/67.

242 Sawmills, planing mills

ENGLAND—Parquet flooring, veneers, timber cladding for flooring contractors, do-it-yourself trade. G. F. Simpson (commission merchants), 2 Grosvenor Crescent, Kingsbury, London, N.W. 9. WTD 8/1/67.

SPAIN—Rough lumber, sawed ties. Jorge Bela (agency), Miguel Angel 18, Madrid 10. WTD 7/67.

249 Wood products

FRANCE—Tailors' pressing blocks. Requests replies in French. Etablissements Heko (manufacturer, dealer), 122, rue Reaumur, Paris, 2e. WTD 3/67.

264 Converted paper, paperboard products

ENGLAND—Disposable paper clothing, particularly ladies' dresses. James and Co. (Edan) Ltd. (sales agents), Walmar House, 296 Regent St., London, W.1. WTD 7/28/67.

Wallpapers, interior finishes. PM Designs Ltd. (interior designer, contractor), 10 St. George St., Hanover Square, London, W.1. WTD 7/14/67.

FRANCE—Bottle caps and tops, die cut from purchased paper or paperboard; cellophane bags; cellulose acetate packaging. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

Machine coated paper, wood: unbleached 50/55 grams per square meter, for magazines. Paptex (importer, wholesaler, agent), 11, Avenue Victor Hugo, Paris, 16e. WTD 3/67.

Boxed stationery; packaged paper and envelope stationery. S. A. des Papeteries du Souche (manufacturer, dealer), 73, rue de Reuilly, Paris, 12e. WTD 1/13/67.

265 Paperboard containers, boxes

FRANCE—Liquid tight fiber containers for oils, fats, greases, other liquids. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

281 Industrial chemicals

PAKISTAN—Dyes and chemicals for use in textile industry. Requests catalogs, quotations, C. & F., Karachi. Oriental Dyes and Chemical Co. Ltd. (importer), Ameejee Valeejee Bldg., Frere Road, G.P.O. Box No. 431, Karachi 1. WTD in preparation.

SPAIN—Industrial inorganic, organic chemicals. Jorge Bela (agency), Miguel Angel 18, Madrid 10. WTD 7/8/67.

282 Synthetic materials

FRANCE—Products for plastics industry: synthetic resins, cellulose plastic materials, nonvulcanizable elastomers, silicones, polyesters. Societe de Produits Chimiques et Matieres Colorantes de Mulhouse (manufacturer, dealer), 21, rue Henri Rochefort, Paris, 17e. WTD 3/67.

285 Paints, varnishes, lacquers, enamels

FRANCE—Oil and alkyd vehicle paints in paste, semi paste, and ready mixed form; water thinned paints; varnishes; clear and pigmented lacquers, enamels. Societe de Produits Chimiques et Matieres Colorantes de Mulhouse (manufacturer, dealer), 21, rue Henri Rochefort, Paris, 17e. WTD 3/67.

289 Chemical products

FRANCE—Printing ink; base or finished. Societe de Produits Chimiques et Matieres Colorantes de Mulhouse (manufacturer, dealer), 21, rue Henri Rochefort, Paris, 17e. WTD 3/67.

307 Plastic products

FRANCE—Plastic containers, tubes. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

322 Glass, glassware

FRANCE—Glass containers for packing, bottling, canning. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

331 Steel mill products

ITALY—Tempered, temperable and stainless steel wire. A. Pagani & Figli (representative), Viale Regina Giovanna 36, Milan. WTD 5/67.

335 Rolling, drawing, extruding of nonferrous metals

ITALY—Aluminum strips. Inac, S.p.A. (manufacturer), Via S. Ambrogio 73, Lecco (Como). WTD 5/67.

341 Metal cans

FRANCE—Containers; food, milk, oil, beer, general line, made from tinplate, terneplate, blackplate, or enameled sheet metal. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

346 Metal stampings

FRANCE—Stamped metal bottle caps, tops. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

349 Fabricated metal products

FRANCE—Liquid tight metal shipping containers. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

351 Engines, turbines

PAKISTAN—Engines, diesel marine. Requests catalogs, quotations, C. & F., Karachi. Seafood Freezers Ltd. (importer), A/2 Fish Harbour, West Wharf, Karachi. WTD 7/67.

352 Farm machinery

DOMINICAN REPUBLIC—Agricultural machinery, farm equipment for use in preparation and maintenance of soil, planting, seeding, harvesting operations; attachments, spare and replacement parts for agricultural machinery. Ramon L. Baez e Hijo, C. por A. (agent, distributor, importer), P.O. Box 573, Santo Domingo. WTD 7/67.

SPAIN—Agricultural machinery, farm equipment, especially irrigation equipment. Ricardo Garces Amago (agency), Alcala 243, Madrid (17). WTD 8/67.

353 Construction, mining, materials handling machinery

ENGLAND—Machinery, either mobile or stationary, such as excavators, dump trucks, crushing and processing plant which has application in quarries, sand and gravel or bulk handling industries. Jack Harvey Plant Sales Ltd. (sales agent, distributor), Denbury Road, Newton Abbot, Devonshire. WTD 7/28/67.

FRANCE—Specialized mining machines, equipment and repair parts, such as mining drills, underground mine loaders, scraper loaders, mine distributing machines, mining dredges, hydraulic monitors, automatic doors, underground timbering, devices, conveyors, hoists; industrial handling equipment. Societe Stephanoise de Constructions Mecaniques (manufacturer, dealer), 2, rue Achille, 42 St Etienne. WTD 3/67.

355 Special industry machinery

DOMINICAN REPUBLIC—Printing machines; equipment, accessories. Ramon L. Baez e Hijo, C. por A. (agent, importer, distributor), P.O. Box 573, Santo Domingo. WTD 7/67.

FRANCE—Specialized equipment for paper industry: paper converting machinery, parts & attachments; paper envelope making machines, paper machine cylinders, calendar paper machines, forming paper machines, paper mill machinery; plastics-working machinery, equipment. Societe Stephanoise de Constructions Mecaniques (manufacturer, dealer), 2, rue Achille, 42 St Etienne. WTD 3/67.

358 Service industry machines

NIGERIA—Air conditioners. Write to Lagos address or to K. Chellaram & Sons, Inc., 368 Broadway, New York, N.Y. 10013. K. Chellaram & Sons (Nigeria) Limited (importer, retailer, wholesaler), 54 Marina, P.O. Box 117, Lagos, or K. Chellaram & Sons, 368 Broadway, New York, N.Y. 10013. WTD in preparation.

PAKISTAN—Refrigeration units, industrial. Requests catalogs, quotations, C. & F., Karachi. Seafood Freezers Ltd. (importer), A/2 Fish Harbour, West Wharf, Karachi. WTD 7/67.

361 Electric transmission distribution equipment

DENMARK—Laboratory scientific instruments, electric, Danish standard current, all kinds. Christoph Ullmann Engineering Works (manufacturer, distributor), 12 Norrelundsvej, Copenhagen-Herlev. Cable: ULMIRON. WTD 8/67.

ITALY—Potentiometers, slide switches. Racoel—Ing. Gino Rossi & Co., S.a.s. (distributor), Via A. Maffei 20, 20135 Milano. WTD 2/21/66.

363 Household appliances

FRANCE—Industrial sewing machines, attachments. Requests replies in French. Etablissements Heko (manufacturer, dealer), 122, rue Reaumur, Paris, 2e. WTD 3/67.

364 Electric lighting, wiring equipment

FRANCE—Decorative lighting fixtures. Serper Electronic (importer, wholesaler, agent), 102, rue La Boetie, Paris, 8e. WTD 2/17/66.

365 Radio, television receiving sets

FRANCE—Small transmitting, receiving sets: walky-talkies. Tradinter, S.A.R.L. (wholesaler, agent), 12, rue St Merri, Paris, 4eme. WTD 3/67.

366 Communication equipment

AUSTRALIA—Aircraft communications equipment for principally Boeing 707, 727; Douglas DC-9; Lockheed Electra; defense planes, Douglas Sky Hawk, Lockheed Orion, Grumman Tracker, Macchi, an Italian trainer, F-111. Martin Aviation Services (agent, distributor, importer), P.O. Box 314, Bankstown, N.S.W. WTD 7/67.

ENGLAND—Motormatic transistorized motor and speed control systems; solid state AC protected variable transformers; single phase solid state contactors and controllers; environmental control and research equipment; sonar navigation systems and transducers. Wells, Banks and Associates (exporters, importers, sales agents), 5 Balfour Road, Weybridge, Surrey. WTD 6/30/67.

FRANCE—Reels for teleprinters; electronic field detection apparatus. Tradinter, S.A.R.L. (wholesaler, agent), 12, rue St Merri, Paris, 4eme. WTD 3/67.

367 Electronic components, accessories

FRANCE—Solid state electronic devices. Tradinter, S.A.R.L. (wholesaler, agent), 12, rue St Merri, Paris, 4eme. WTD 3/67.

369 Electrical machinery, equipment, supplies

FRANCE—Therapeutic and medical treatment apparatus, electronically operated. Serper Electronic (importer, wholesaler, agent), 102, rue La Boetie, Paris, 8e. WTD 2/17/66.

372 Aircraft, parts

AUSTRALIA—Hydraulic components and systems, electrical systems, airframe components, aircraft tires for following aircraft: Boeing 707, 727; Douglas DC-9, Lockheed Electra, defense planes, Douglas Sky Hawk, Lockheed Orion, Grumman Tracker, Macchi, an Italian trainer, F-111. Martin Aviation Services (agent, distributor, importer), P.O. Box 314, Bankstown, N.S.W. WTD 7/67.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Navigational equipment for aircraft, principally Boeing 707, 727; Douglas DC-9; Lockheed Electra; defense planes, Douglas Sky Hawk, Lockheed Orion, Grumman Tracker, Macchi, an Italian trainer; F-111. Martin Aviation Services (agent, distributor, importer), P.O. Box 314, Bankstown, N.S.W. WTD 7/67.

DENMARK—Laboratory, scientific, research equipment, all kinds. Christoph Ullman Engineering Works (manufacturer, distributor), 12 Norrelundvej, Copenhagen-Herlev. Cable: ULMIRON. WTD 8/67.

Laboratory, scientific, research instruments for controlling, indicating, measuring physical, other scientifically related characteristics; all kinds. Christoph Ullman Engineering Works (manufacturer, distributor), 12 Norrelundvej, Copenhagen-Herlev. Cable: ULMIRON. WTD 8/67.

384 Surgical, medical, dental instruments

FRANCE—Electronic hearing aids. Serper Electronic (importer, wholesaler, agent), 102, rue La Boetie, Paris, 8e. WTD 2/17/66.

SPAIN—Radiographic equipment, supplies. Ricardo Garces Amago (agency), Alcala 243, Madrid (17). WTD 8/67.

386 Photographic equipment

SPAIN—Photographic and heligraphic equipment, supplies. Ricardo Garces Amago (agency), Alcala 243, Madrid (17). WTD 8/67.

395 Pens, pencils, office, artists' supplies

FRANCE—Ball point pens; fountain pens; mechanical pencils, parts; lead pencils; crayons; carbon paper; inked ribbons. S. A. des Papeteries du Souche (manufacturer, dealer), 73, rue de Reuilly, Paris, 12e. WTD 1/13/67.

399 Manufacturing industries

FRANCE—Novelty sewing kits. Requests replies in French. Etablissements Heko (manufacturer, dealer), 122, rue Reaumur, Paris, 2e. WTD 3/67.

Construction Awards

CANADA—A list of firms awarded contracts by various Canadian government agencies (Transport, Public Works, Defense) during May and June is available on loan to U.S. firms from the U.S. Dept. of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

PAKISTAN—Receipt of a $2.4 million contract to provide East Pakistan with its first microwave radio communications system for the transmission of telephone calls, data and television programs has been announced by General Telephone and Electronics International, Inc., a subsidiary of General Telephone and Electronics Corp.

The new microwave system, which has a capacity of 960 communications channels, will replace an existing very-high-frequency radio link supplying 60 channels.

The contract for the new 300-mile microwave network was awarded by the Government of Pakistan through its Telegraph and Telephone Dept.

ZAMBIA—The Ralph M. Parsons Co. of Los Angeles has been awarded the contract for a water resources survey of the Barotse Province of Zambia. The value of the contract is approximately £60,000 (approx. $US 168,000).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—Mr. Robin Askin, Premier of New South Wales, has announced that technical experts from the Snowy Mountains Hydro-Electric Authority would advise the New South Wales Government on plans for the $A 85 million ($U.S. 95.2 million) Sydney eastern suburbs **railway project,** a major extension of the city's present rapid-transit rail system, part of which is underground. Mr. Askin said that Mr. Harold Holt, Prime Minister, had advised him that the investigation, design and technical planning services of the SMA would be available to the State on the usual commercial terms, but not for construction work. Between $A 5 million and $A 6 million ($U.S. 5,600,000 and $U.S. 6,720,000) will be set aside in the forthcoming budget for the railway. The amount will be increased each year until the railway is completed.

CYPRUS—The Cyprus Telecommunications Authority intends to undertake a major equipment renovation at an estimated cost of over $4 million. While actual tenders will not be issued until later in the year, the Authority desires at this time to contact foreign suppliers.

The new equipment will include **microwave radio equipment** to link seven main towns, **channeling equipment** to provide high grade trunks and junctions, **telephone switching equipment** and **two new exchanges.**

Announcement of these tenders will be made in INTERNATIONAL COMMERCE when they are issued; however, potential suppliers are urged to communicate with the Chief Engineer's Office, Cyprus Telecomunications Authority, Nicosia, Cyprus.

KENYA—The Postmaster General has announced that the East African Common Services Authority has decided that East Africa shall be provided with a **satellite earth station** by early 1970. The site chosen is in Kenya at Mount Margaret, located in Rift Valley Province between Mount Longonot and Naivauha. Construction and operation of the station of the station has been entrusted to East African External Telecommunications Co., Ltd. In due course, tenders for the equipment and installation will be invited from manufacturers in several countries.

SOUTH AFRICA—Work began in June in Pretoria on an R10m. (1 Rand = US$1.40) project that, by 1976, will include the **Strijdom Monument** and **opera house** and **theatre complex and extensions to the existing headquarters building of the Transvaal Provincial Administration.**

The contract for the excavations for the first stage of this project—the building of underground parking garages on two levels—has been awarded to Vale Excavators (Pty.) Ltd., of Kempton Park. It is worth R328,000 and work is scheduled for completion by June, 1968. Excavation can then start for the foundations and basements of the opera house and theatre complex, although actual building is not expected to start before late 1969.

The memorial to Mr. J. G. Strijdom, South Africa's fifth Prime Minister, will be built at a cost of about R1m., above the underground parking garages. The R5.3m opera house—opening night is scheduled for May 31, 1976—will seat 1,500 people, and the adjoining theatre, to cost R3m, will have a seating capacity of 750. The opera house stage will have a playing area 70 sq. ft. and will be equipped with hydraulic raising and lowering equipment.

An orchestra of up to 120 players will be accommodated in the pit, which will also have hydraulic level adjustment.

Consultants from the Provincial Dept. of Works are overseas now, studying stage design in Britain and Europe, and in the United States, and the eventual specifications will embody the latest in contemporary equipment and design.

The R10m that will be spent in Pretoria on this cultural complex is only half what the Province intends for such facilities; an equal amount will be spent in Johannesburg on a similar theatre and opera house. No date has been set yet for the start of work on the Johannesburg project, but the land—the South African Breweries site in Ameshoff Street, Braamfontein—has been bought, at a cost of R2.8m.

In addition to the two cultural buildings on the site, the Province expects to build a **multi-story office tower,** but no cost figures or completion date have been released. This land in Braamfontein is now being used as a temporary home for the Rand Afrikaans University.

SPAIN—Spanish Minister of Public Works Silva Munoz has announced that his Ministry will award contracts totaling about $380 million during 1967 for the construction of some 389 kilometers of modern **toll highways** in Spain.

Construction targets for Spain's national highway program for the period 1968-71 will cost an estimated $2.4 billion, of which approximately $1.0 billion will be spent on the building of 1,000 km. of toll highways, including the 389 km. to be contracted for in 1967. The remaining $1.4 billion will be used to construct 125 km. of non-toll arterial highways, 600 km. of roads to improve access to Spain's more remote regions, and various secondary roads, and to widen and resurface 4,800 km. of existing roads.

The long-term construction program for toll highways envisions the building of a total of 3,000 km. of toll roads by 1979 at an estimated cost of approximately $3 billion.

THAILAND—The Ministry of National Development, under its highway expansion projects, will build a new stretch of **super highway** to link Thonburi, sister city of Bangkok on the west bank of Chao Phaya River, with Pak Thau district in Rajburi Province. The highway, estimated to cost $20 million, will be built through Smutsakorn and Smutsongkram provinces to join the Petchkasem Highway at Pak Thau district. This new highway will cut down the distance from Bangkok to the southern region of Thailand by some 80 km., bypassing Nakorn Chaisri and Nakorn Pathom.

The Canadian Government, under the Colombo Plan, granted aid for the feasibility survey which will be completed soon.

A tender for the construction of the highway will be called in the near future. U.S. construction contractors interested in this project may obtain more information from: Mr. Uthai Voodhikul, Dept. of Highways, Rama 6 and Sri Ayudhya Roads, Bangkok, Thailand.

The National Economic Development Board has approved a project for the **construction of a major seaport at Puket,** an island in the Indian Ocean off the coast of Pangna Province in the southern part of Thailand. The project, which will cost about $6.8 million over a three-year period, was submitted to the Prime Minister for consideration, based on proposals of the Harbor Dept. and the Puket Provincial Authorities.

A seaport at Puket will offer cheaper, more efficient shipping facilities from the west coast of southern Thailand, and will reduce the cost of Thai exports such as tin, rubber and other mineral ores from that area of the country.

Engineering and construction contractors will be needed for this project after two more steps are taken—approval by the Council of Ministers and a budget allotment authorized. Only then will tenders be called, but in the meantime U.S. firms wanting more information on the project should **write:** Senior Lt. Boonluan Soonsub, Director General, Harbour and Marine Transport Dept., Talad Noi, New Road, Bangkok, Thailand.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ENGLAND—J. D. Ramshall, Managing Director, Farnell Electronics Ltd. and Farnell Instruments Ltd., Sandbeck Way, Wetherby, Yorkshire, **interested in manufacturing U.S. electronic instruments under license in the U.K., and importing U.S. electronic components for distribution throughout the U.K.;** will visit the I.S.A. Exhibition in Chicago. Sept. 11 via Chicago for 16 days. Itinerary: 9/11-15 Chicago c/o Sheraton-Blackstone Hotel; 9/16-21 San Francisco c/o Frost, 114 Westhill Drive, Los Gatos, Calif.; 9/28-10/2 New York c/o St. Regis-Sheraton Hotel. WTD 8/9/67.

GERMANY—Heinz Fleck, M. Fleck & Sohn, Fahnen-Fleck, 2000 Hamburg 11, Kleiner Burstah 6, **interested in contacting U.S. manufacturers of flags, pennants and banners, cups and statues, decorative articles, inexpensive embroideries for export to Germany and in selling high quality embroideries manufactured by his firm.** Sept. 8 via New York for 3 weeks. Itinerary: New York c/o Dept. of Commerce Field Office; Chicago c/o German American Chamber of Commerce, 77 E. Monroe St., Chicago, Ill. 60603; Denver c/o Helmuth G. Marschhauser, 910 S. Briarwood Drive, Denver, Colo. 80218; Los Angeles c/o K. H. Lohse, 2230 Donnie Rd., Newport Beach, Calif. 92660; St. Louis c/o Manfred Richter, 2849 Flamewood Drive, St. Louis, Mo. 63129; Washington c/o Col. H. Magliachetti, Chief of Mission, Chilean Air Force Mission, 2154 Florida Ave. NW., Washington, D.C. 20008;

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

Wilmington c/o Delaware Saengerbund & Library Assn. Inc., Deutsches Haus, 205 E. 6th St., Wilmington, Del. 19800; Philadelphia c/o Wm. Kishpaugh, P.O. Box 285, Hershey, Pa. 17033. WTD 5/66.

GERMANY—Kurt W. Strasburger, representing Scobalitwerk Ferdinand Wilhelm Wagner, Andernach am Rhein, and its affiliate, Neuwieder Schulmoebelfabriken, Neuwied, **interested in purchasing products for construction and interior decoration industries, and teaching aids, school furniture and equipment.** An Andernach permanent demonstration center is planned where purchasing teams of German school authorities may have demonstrated all school related products sold by the affiliate firm. Aug. 15 via New York until Sept. 8. c/o German American Chamber of Commerce, 666 5th Ave., New York, N.Y. 10019. Itinerary: New York. WTD on parent firm 7/1/66.

INDIA—Rasiklal Kodarlal Kapadia, representing Industrial Manufacturers, 525 Sayani Road, Bombay 28, **interested in locating a U.S. participant to produce machine keys and sales outlets in the U.S. for diesel engine and automotive parts, brass machine parts, other industrial hardwares.** Sept. 8 via New York for 21 days. c/o Dr. Shashikant O. Desai, Queen's Hospital Center, 82-68 164th St., Jamaica, N.Y. 11432. Itinerary: New York, Chicago, San Francisco, Los Angeles. WTD 3/67.

ISRAEL—Tzemach Segal, Managing Director, The Israel Tractors & Equipment Co. Ltd., 7 Barzilai St., Tel Aviv, **interested in visiting earthmoving, road building, canal and irrigation, and sewerage reclamation sites.** First week in Sept. via New York for 2-3 weeks. c/o Caterpillar Tractor Co., 530 5th Ave., Rockefeller Center, New York, N.Y. 10001. Itinerary: New York, Chicago, Peoria, Ill., others to be arranged. WTD under revision.

NETHERLANDS—Dr. C. B. M. de Jong, Manager, Grippeling & Verkley N.V, 291 Keizersgracht, Amsterdam, **interested in exclusive representation for Benelux countries and West Germany from U.S. manufacturers of china clay, kaolin, titanium dioxide and other fillers for paper industry, food specialties such as dip mixes, sauces, pate, cheese spreads and pastes in tubes, and raw materials and special products for bakery industry.** Sept 4 via New York for about 12 days. c/o Dept. of Commerce New York Field Office. Itinerary: New York; Minneapolis; St. Louis or Denver; Wichita and Salina, Kansas; Dallas; New Orleans. WTD 8/14/67.

SPAIN—Miguel Torres, representing his own firm, Comercio 34, Villafranca del Panades, Barcelona, **interested in exporting Spanish bottled wines to the U.S.** Aug. 21 via New York for 2 months. c/o Leonard Horwin, 121 S. Beverly Drive, Beverly Hills, Calif. Itinerary: New York, Washington, Chicago, St. Louis, Los Angeles. WTD under revision.

SWEDEN—Sven-Ake Nyhren, San-Bolagen AB, Fack, Malmo 1, **interested in representation in Scandinavia for U.S. suppliers of chemicals for paper and pulp industry, and paint and varnish industry;** requesting technical information. Aug. 17 via New York for 3 weeks. c/o Dept. of Commerce field offices en route Itinerary: New York; Hartford, Conn.; Philadelphia; Chicago; Kalamazoo, Mich. WTD 9/16/65.

THAILAND—Tan Soen Ging, Director, Unison Enterprises Co. Ltd., 659 Samyek, New Road, Bangkok, **interested in importing canned foods, cigars, architectural aluminum, and exporting Thai kapok fibers.** Sept. 5 via San Francisco for 20 days. c/o Liem Hock Soen, 80-19 232nd St., Queens Village, New York, N.Y. Itinerary: 9/5-7 San Francisco, 9/7-21 New York. WTD in preparation.

TAIWAN—H. L. Chang, representing H. L. Chang & Co. Ltd., 16 Lane 101, Hangchow South Road, Section 1, Taipei, **interested in representation for chemicals for synthetic fiber and paper industries, general industrial chemicals.** Sept. 2 via San Francisco for 20 days. c/o Commodore Hotel, Lexington Ave. & E. 42 St., New York, N.Y. 10017. Itinerary: New York 9/5-20. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

074 Hunting, trapping, game propagation

ECUADOR—Wild animals native to Ecuador such as ocelots, monkeys, tapirs. Requests replies in Spanish. Mr. Fernando Ponce Maldonado (trapper), Casilla Postal 427, Quito. WTD in preparation.

209 Food preparations

MALAYSIA—Palm oil, coconut oil, spices. Associated Producers Co. (indent agent, commission merchant, importer, exporter), 28 Beach St., P.O. Box 811, Penang. WTD 7/67.

SEYCHELLES—Copra, dried coconut meat, yielding coconut oil, packed in sound new bags. Quality certified by Seychelles Government Agricultural Dept. The Seychelles Copra Association (dealer), Harrison St., Victoria, Mahe Seychelles, Indian Ocean.

243 Millwork, veneer, plywood

FRANCE—Plywood and veneers, domestic and exotic wood, in standard sizes; plywood panels. Wholesale exportation, direct or through experienced agents. Societe Angerienne des Bois Deroules et Contreplaques (Sabdec) (producers, wholesalers, exporters), Rue de l'Ancienne Poudriere; 17- Saint-Jean-d'Angely, Charente-Maritime. WTD 8/67.

282 Synthetic materials

MALAYSIA—Crushed coconut shells for manufacture of plastic technical products. Keat Seng & Co. (manufacturer, distributor, exporter), 475 Main Road, Simpang Ampat, Province Wellesley. WTD 7/67.

386 Photographic equipment

FRANCE—Photographic equipment, photoengraving machines, photocopying machines, reproduction equipment, supplies, including laboratory furniture and processing devices, such as reproduction cameras and related apparatus, including complete units (camera, printing block, and development block); printing boxes; direct and diffused lighting insulation laboratory lamps, photographic pneumatic frames and chassis; 3-section development tanks; drying cabinets; thermo-electric temperature-control devices ('Bain-Marie', equipped with thermostat), other related lines. Illustrated descriptive leaflets available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Seripho, S.A. (manufacturer), 84-86 Rue Condorcet; 33- Bordeaux, Gironde. WTD 8/67.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousasc-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 304 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-2287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Fleamount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89503, 2028 Federal Building, 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone: 723-4840.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

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Calendar *for international traders*

ALBUQUERQUE—Sept. 18—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel.** Sponsor: Commerce Field Office.

CEDAR RAPIDS, Ia.—Sept. 19—Foreign Trade Bureau Meeting, 7:45 p.m., Roosevelt Hotel. Speaker: Rudy Schanken, Dir., International Administration, Collins Radio Data Processing. Sponsor: Foreign Trade Bureau, Chamber of Commerce.

CHICAGO—Sept. 6—Association of Commerce & Industry Meeting, Palmer House. Sponsor: Chicago Association of Commerce & Industry.

CHICAGO—Sept. 12—Automotive Exporter's Club, Builders Bldg. Sponsor: Automotive Exporter's Club.

CHICAGO—Sept. 14—International Trade Club, LaSalle Hotel. Speaker: Dr. Eugene M. Braderman, Deputy Asst. Sec'y of State for Commercial Affairs & Business Activities. Sponsor: International Trade Club.

DALLAS—Sept. 13—In-Office Workshop, 2:00 p.m. "Documentation Requirements". Sponsors: REEC, Commerce Field Office.

DETROIT—Sept. 12—"What you should know about exporting," a how-to-get-started workshop, Room 456, Federal Bldg. Sponsors: REEC, Commerce Field Office.

DOYLESTOWN, Pa.—Sept. 11—International Trade Development Assn. of Bucks County monthly meeting, Conti's Cross Keys Inn, Route 611, 5:30 p.m.

KANSAS CITY—Sept. 7—REEC Meeting, Commerce Tower, 12:15 p.m. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Sept. 12—Meeting for Exporters, 6:00 p.m. Muehlebach Hotel. Sponsors: Commerce Field Office, REEC; International Trade Club.

KANSAS CITY—Sept. 14—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—Sept. 6—Businessmen's Consultation, **Howard B. Crotinger, Economic Officer, Bangkok/to Sydney.** Sponsor: Commerce Field Office.

NEW YORK—Sept. 5—Foreign Credit Interchange Bureau, round table conference on "Foreign Finance, Credit, Collection & Exchange Problems, Ben Franklin Hall, Advertising Club, 1:30 p.m.

Planning fall dates?

Plan your fall schedules now—add yours to these fall dates in the "Calendar for International Traders." Information for publication should be submitted at least two weeks before the date of the issue in which it is to appear. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

NEW YORK—Sept. 14—Overseas Automotive Club meeting, Embassy A Room, Summit Hotel, 12:00 noon.

OAKLAND, Cal.—Sept. 14—Intermodal Transportation Symposium, Goodman's, 9:00 a.m. Sponsor: California Council for International Trade.

OKLAHOMA CITY—Sept. 19—Workshop for Exporters, Tulsa Chamber of Commerce. Sponsors: Oklahoma City Chamber of Commerce, REEC, Commerce Field Office.

PHILADELPHIA—Sept. 14—In-Office Meeting, 10 a.m., with Dept. of Commerce marketing aids and services. Sponsor: Commerce Field Office.

PHOENIX—Sept. 22—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel.** Sponsor: Commerce Field Office.

READING, Pa.—Sept. 13—Reading Foreign Traders Assn. monthly meeting, Abraham Lincoln Hotel, 5:30 p.m.

ST. LOUIS—Sept. 12—"Show You" Export Workshop, Conference Room, Federal Building. Sponsors: REEC; Commerce Field Office.

ST. LOUIS—Sept. 15—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel.** Sponsor: Commerce Field Office.

ST. LOUIS—Sept. 18—First of eight weekly Export Trade Seminars, 7 p.m., St. Louis University. Sponsors: REEC; St. Louis Univ.; World Trade Club; Commerce Field Office.

SAN FRANCISCO—Sept. 13—General Export Seminar, 9:30 a.m., Rm. 13450, New Federal Bldg. Sponsor: Commerce Field Office.

SAN FRANCISCO—Sept. 20—Export Finance & Insurance Seminar, 9:30 a.m., Rm. 13450. New Federal Bldg. Sponsor: Commerce Field Office.

TRENTON—Sept. 8—Delaware Valley International Trade Assn. monthly meeting.

TULSA—Sept. 20—Workshop for Exporters, Tulsa Chamber of Commerce. Sponsors: Tulsa Chamber of Commerce, REEC, Commerce Field Office.

YORK, Pa.—Sept. 19—World Trade Council of York monthly meeting, York Area Chamber of Commerce offices, 12 noon.

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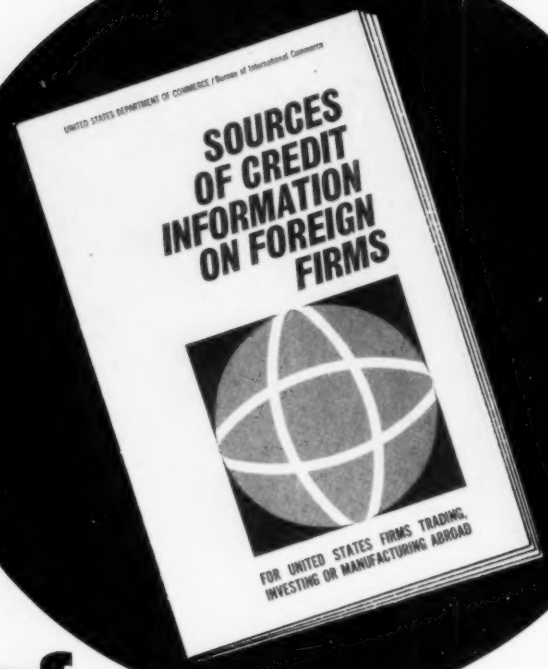
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